

# Fence Industry



*TRADE NEWS*

APRIL 1959

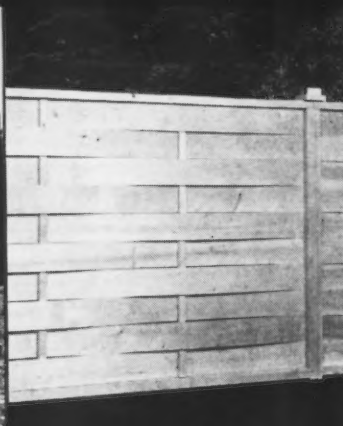
The Journal of All Fencing

60¢ per Copy





Goodwill



Basket-Weave



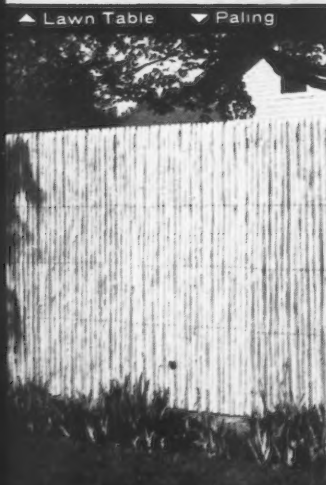
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▲ Lawn Table ▼ Paving



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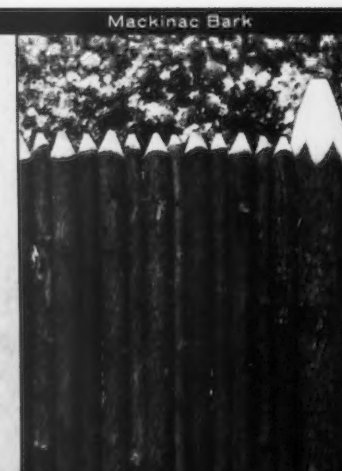
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# Fence Industry

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TRADE NEWS

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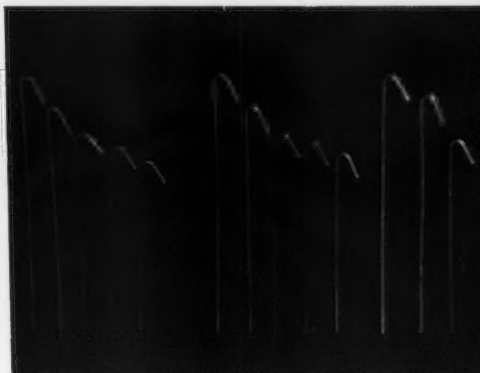


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25	.182	For 2.8# H LINE POST	7 1/2"	21
26	.182	For 2 1/2" O.D. LINE POST	8 1/4"	18
12	.144	For 1 3/8" O.D. TOP RAIL	5 5/8"	42
13	.144	For 2" O.D. LINE POST	6 1/2"	37
14	.144	For 1 5/8" O.D. TOP RAIL	6 1/4"	38
15	.144	For 2.8# H LINE POST	7 1/4"	34
16	.144	For 2 1/2" O.D. LINE POST	8 1/4"	31
32	.120	For 1 3/8" O.D. TOP RAIL	5 5/8"	63
33	.120	For 2" O.D. LINE POST	6 1/2"	56
34	.120	For 1 5/8" O.D. TOP RAIL	6 1/4"	58
35	.120	For 2.8# H LINE POST	7 1/4"	52
36	.120	For 2 1/2" O.D. LINE POST	8 1/4"	46

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GA.	FT. PER COIL	WT. PER COIL
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9	490	10
9	1716	35
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12	3398	35

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Or Circle BUYERS SERVICE CARD No. 11

The Journal of all Fencing and Erecting

## CONTENTS

### FEATURES

<b>Penta-Treated Cedar Rustic Fence</b>	<b>Cover</b>
By Heydt Fence Co., Woodridge, N. J. retailer. Photo courtesy Dow Chemical Co., Midland, Mich.	
<b>Fence Industry Survey and Analysis</b>	<b>18</b>
<b>Turn Prospects Into Customers</b>	<b>Alfred F. Cosbitt 19</b>
<b>Ornamental Metals Trends</b>	<b>Jean Lyon 24</b>
<b>Reeves Fences A Big One!</b>	<b>Evelyn C. Vining 26</b>
<b>Right Or Wrong In Labor Relations</b>	<b>29</b>

### METHODS

<b>Canadian Firms Set Modernization Pace</b>	<b>14</b>
<b>Observations—Nationally</b>	<b>33</b>
<b>Hardwoods Controlled In South</b>	<b>37</b>

### SALES

<b>Fence Sales Start Early In Iowa</b>	<b>10</b>
<b>Construction And Fence Sales</b>	<b>Jean Lyon 10</b>
<b>Firms At Home Improvement Show</b>	<b>31</b>
<b>Inventories Create Sales</b>	<b>37</b>

### TECHNICAL

<b>FHA's New Minimum Property Standards</b>	<b>16</b>
<b>New Internal Revenue Service Procedure</b>	<b>28</b>

### DEPARTMENTS

<b>Editorial</b>	<b>2</b>
<b>Washington Report—Trends</b>	<b>Larston D. Farrar 4</b>
<b>Letters To The Editor</b>	<b>12</b>
<b>Information—News Notices Of Importance</b>	<b>34</b>
<b>Awards—Projects—Proposals</b>	<b>36</b>
<b>Classified Advertising</b>	<b>36</b>
<b>Catalogs Available</b>	<b>38</b>
<b>Fence Service Aids</b>	<b>38</b>
<b>Changed Your Address Lately!</b>	<b>39</b>

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## TRENDS and TIMIDITY!

### EDITORIAL

The business barometer has been decidedly unsteady during the past three months and one would have to be sage indeed to be able to place one's finger on the pulse of things to come and to state with assurance, that business will be good, fair or bad.

During January and February of this year there was an upswing in business that had all of the earmarks of a big buying spree affecting all business and as suddenly this trend faded into mediocrity in March.

This editor has found that salesmen are usually the best sources for answers to questions on things that happen in business. They are out seeing the trade, meet the resistance and usually know the reasons why they aren't selling. Our questions put to many salesmen elicits one specific answer, "Businessmen are short on cash!"

If credit is tight and businessmen are short of cash for expansion or production, why therefore all this hullabaloo concerning inflation. Not being an economist who may speak with authority my opinions may be taken with a grain of salt, but an analysis of this poser is in order.

It would seem to me that a great number of businessmen are scraping the bottoms of their respective barrels. Costs of production and high taxation have taken their tolls. The firms in this category are existing on a production to sales basis without inventories, on a hand to mouth basis. Timidity in production and a middle of the road stand until things change is becoming an attitude which can eventually be harmful as a slow type of strangulation to our economy.

Timidity of production has other harmful aspects and does not necessarily concern volume. It also concerns quality of product. For when shortcuts are made in quality, and if this should become a national habit, we can expect a considerable loss of trade in foreign as well as home markets.

Products cannot be watered down without harmful effects. Nevertheless, if prices are to be held and quality maintained plus inventories to justify a profitable business, the manufacturer in order to stay in business must readjust somewhere along the line. Where it is least noticed, at the inception, with repercussions to follow. Tight credit is therefore not helpful to our economy at this time.

There are other factors affecting our economy and one phase often appearing in print is foreign competition. Conrad Cooper, executive v.p. of the U.S. Steel Corporation points out that in 1951, "3 percent of all the barbed wire sold in this country came from overseas and this figure increased to 52 percent by 1957." With labor in the U.S.A. getting wages that are three times higher than those paid in Germany, as an example, it seems feasible that 100 percent of production in the barbed wire field in the U.S.A. may be eventually affected by this competition. This pattern has already taken its toll in other fields.

The conditions mentioned and others as pertinent will evidently be brought up at the conference tables during the steel and wage-price meeting on June 30th. Labor and management in the steel industry must arrive at reasonable arrangements which will not start another spiral of prices. The trend should be for lower prices if U.S. products are to compete at home and abroad.

An indicator of things to come may be gleaned from steel production figures released by the American Iron and Steel Institute last month when steel production was reported at 92.9 percent of capacity, a jump of 18.6 percent over the preceding month.

This high rate of production, close to the best 1957 production levels, is generally accepted as a national race to build up inventories in the event of a steel strike. It may also be partially based on the condition of the situation which may emerge from the crisis in Berlin. If there is a showdown, steel stocks will become most vital, adding a spoke in our wheel of defense. In the interim, steel workers are enjoying full pay envelopes which should reflect in an upward trend in the economy.

## MAKE MONEY

with  
WESTERN RED CEDAR  
FENCING

by *Concord*  
ESTABLISHED 1910



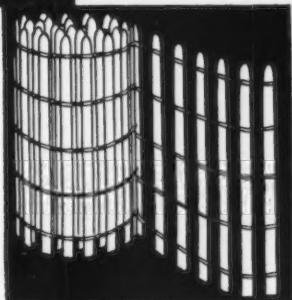
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Stand for  
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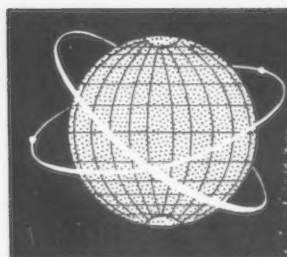
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APRIL 1959

3



## BUSINESS TRENDS

# Bulletin

WASHINGTON REPORT . . . by Larston D. Farrar, Washington, D. C.

THIS Spring can be your biggest sales season of this decade, in the opinion of federal and private economists here.

They bolster their optimism about fence sales—and renovation and construction generally—by pointing to the \$363 billion-a-year personal income rate.

They also point to the record volume of liquid savings in the hands of consumers. There is more money on deposit in savings institutions of all kinds right now than there ever has been.

Most important, the first few months of '58 indicate that consumer confidence, which waned badly in '58, has been emerging with increasing confidence in recent months. There hasn't been a rush to spending, but the trend—among consumers—is toward more carefree outlay of cash.

Sales, of course, always are an individual matter, depending in each case on ability, contacts, luck, and persuasiveness, as well as need and money or credit. But with home renovation going on at a pace never before equaled, and with construction destined to pick up speed month by month, this could be your golden sales season.

ON Capitol Hill, there are more moves designed to "help" small businessmen, but just how the fights on various pieces of legislation come out is anybody's guess—this year. One group of the dominant Democrats thinks the leadership should wait until '60—an election year—to take final legislative steps.

On a recent day, Senator Hubert H. Humphrey (D.-Minn.), one of the most powerful of the Democrats, introduced seven bills designed to be of specific help to the smaller corporations.

Most important—to those in the fencing industry—is the one that would cause the corporate income tax to be graduated, instead of rigid, as present.

The present law imposes a normal tax rate of 30 per cent on the first \$25,000 of corporate net income and a surtax of 22 per cent for a total statutory rate of 52 per cent on income over that amount. Senator Humphrey's measure would start at 20 per cent, and rise slowly on larger incomes, just as the individual income tax does.

His other six bills relate mostly to antitrust laws, suits surrounding them, and amendments to the Robinson-Patman Act.

Senator John J. Sparkman (D.-Ala.), Representative Frank Ikard (D.-Tex.), and others, have introduced legislation which would allow smaller corporations to retain more earned income, tax-free, if the money is used for promotion or expansion purposes.

STATISTICS are coming into the limelight, among businessmen, as the smarter among them realize that pinpointing specific markets is the way to make sales, and that statistics help to do the pin-pointing. The Small Business Administration here, pointing out that businessmen may reap a harvest through study of statistics issued by the Federal Government.

FENCING industry men will benefit from the increased home-buying intentions, improvement plans, and relocation of displaced families through home ownership, it was implied here by James M. Udall, Los Angeles, Calif., president of the National Association of Real Estate Boards, in a major address here.

A larger proportion of consumers—both those who already have homes and those planning to buy old and new homes—have reported plans to make expenditures on home improvements or maintenance than in any other recent year, he said that the Federal Reserve Board has reported.

"Just as individual Americans are determined to upgrade their own property, so are they determined as a group to fight blight on the community-wide level with area rehabilitation," Mr. Udall said. "Right here in our midst we have a wave of rising expectations with respect to housing standards. Fortunately, private enterprise is keeping pace with those expectations."

CONTINUED on Page 32



# "One trip does it" With the TRI-SET method

**YOU WILL DEFINITELY MAKE  
MORE MONEY WITH THE MODERN  
METHOD OF FENCE ERECTION!**

✓ Check these profit making features

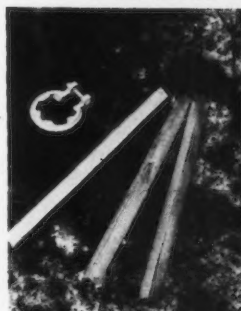
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4. All equipment one man operated.
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**LOCKING THE TRI-SET**



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**TRI-SET**

**Has Tremendous Customer Appeal**

*Each post is set in a solid tripod of steel underground!*

**Tri-Set, Inc.,**

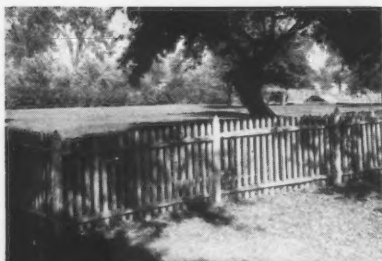
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Detroit 20, Michigan

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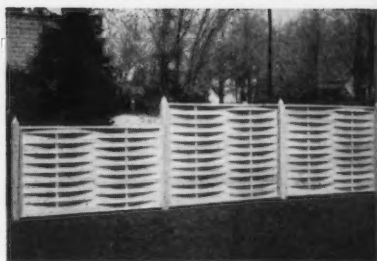
● INCREASE YOUR PROFITS AT NO INCREASE TO YOUR CUSTOMERS WITH THE TRI-SET METHOD

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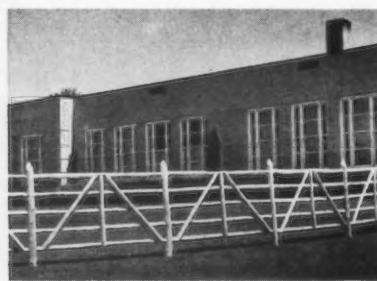
217 Davidson Building Bay City, Michigan



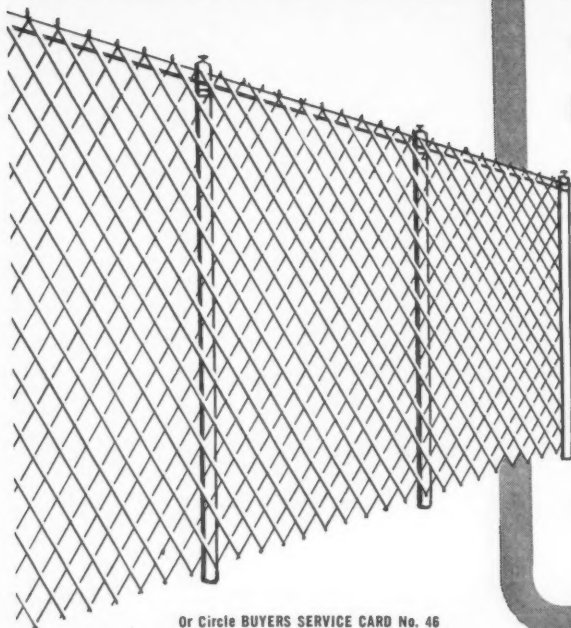
**Farley Fences mean profits! Only Farley Fences offer the largest and most complete selection of styles at such customer-pleasing prices!** Rustic and dimensional type fences in Michigan White Cedar and California Redwood — including Picket and Stockade styles, Hurdle, Post and Rail, Bark Stockade, Wire-Woven, Basketweave, and many other types.

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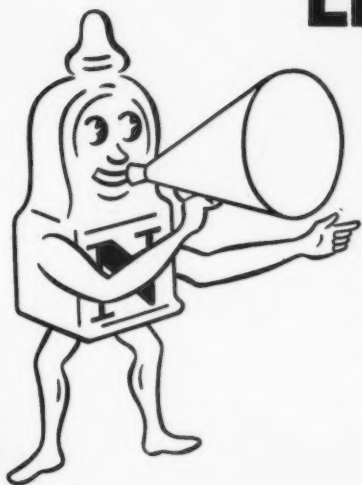
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Black or Hot-dipped Galvanized  
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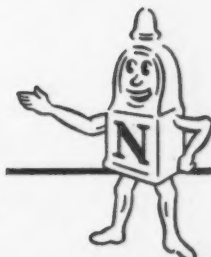
● **Write For Your Free Catalog Today** ●

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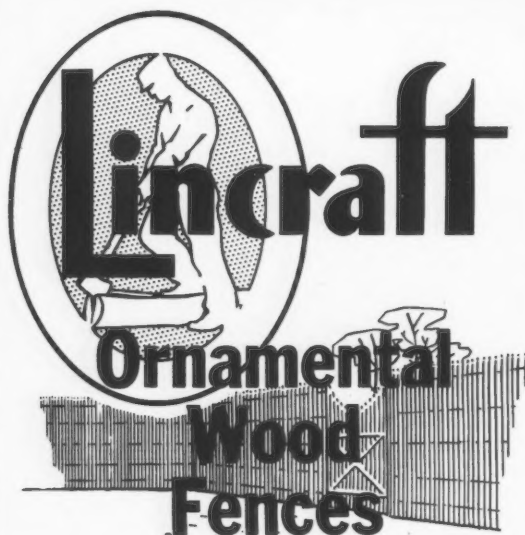
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	Size O. D.	Pkg.	Each
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WEST RICHFIELD, OHIO

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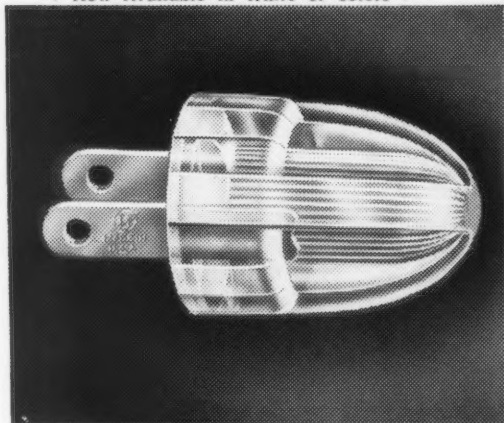
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### THE COLD-SAFE NEON NIGHT LIGHT

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PLUG IT IN AND FORGET IT! BURNS 5000 HOURS

- Now Available in White or Colors •



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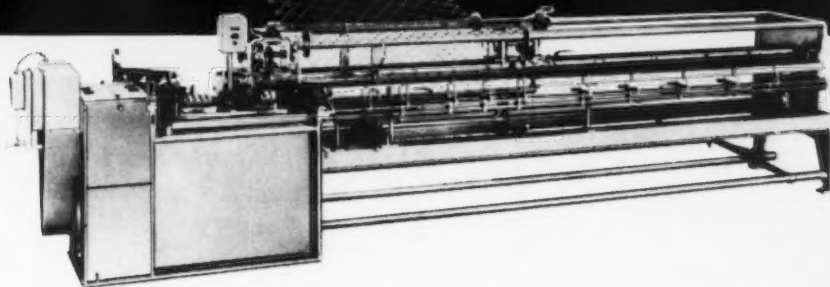
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Profits  
Will  
Soar  
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*Bergandi*

New High Speed Automatic  
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WEAVING MACHINE**



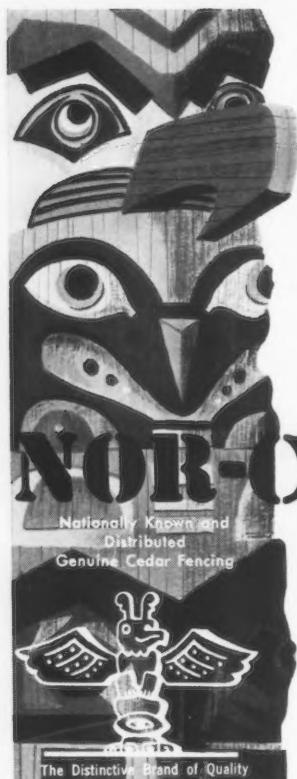
Bergandi has developed a new model chain link fence weaving machine that weaves faster than ever before with complete "worry-free" automation. Weaving at a rate of 2,400 sq. ft. per hour it will produce a 50 ft. roll of fabric 6 ft. high in 7½ minutes. New advances in engineering have solved the problem of misweave and resulting wire entanglements . . . with a Bergandi, you can have consistent non-stop production all day and keep a bigger margin of profits.



Write today for this colorful brochure on the New Bergandi . . . for convenience, use your BUYERS SERVICE CARD.

BUYERS SERVICE CARD No. 29

*Bergandi* MANUFACTURING CO., INC. 2411 NORTH CHICO AVE. • SOUTH EL MONTE, CALIFORNIA



**BEAUTY  
PROTECTION  
PRIVACY  
DURABILITY**

*Rustic White  
Cedar Fencing  
of All Styles*

**NORCRAFT**

Nationally Known and  
Distributed  
Genuine Cedar Fencing

Our two factories and  
large stock of seasoned  
material have enabled us  
to provide the kind of  
service that means pleased  
and successful dealers.

At present, there  
are excellent dealerships  
available. We invite  
you to inquire about adding  
NORCRAFT quality to  
the other fine products  
you now handle.

The Distinctive Brand of Quality

The MacGillis & Gibbs Company • 4278 N. Teutonia, Milwaukee 9, Wis.

Or Circle BUYERS SERVICE CARD No. 21



### Fence Sales Get Good Early Start In Iowa

Fence Industry's field reporter in Iowa, Jean Lyon, dropped in for a chat with Joe Nayadley, manager of the Marengo Lumber & Fuel Co., Marengo, Iowa while the frost was still on the ground . . . and snow.

In fact Mr. Nayadley was on his way out to arrange shipment of a \$1000. fence order he was having trouble delivering because of iced highway conditions. He indicated high hopes for a very big fence business in 1959 for the farm belt because it was coming in early and fast this year.

Marengo Lumber & Fuel is part of a chain carrying the United Lumber Co. of Clinton, Iowa lines. They feature "Red Brand Fence" a product of the Keystone Fence Co., Peoria, Ill.



### Construction And Fence Sales Go Hand-In-Hand

Selling fencing on the farm is an effective way to supplement lumber yard sales, according to Clyde Wilson, manager of the Anamosa Lumber Co., Anamosa, Iowa.

With two crews of construction workers putting up 20 houses and 30 pole barns annually, along with remodeling and roof jobs, Mr. Wilson's field cars cover a lot of ground on job inspection trips. Added to this occupation, he manages to sell three carloads of wire fence annually. Commonest sales are in the 32" and 26" barbed wire topped farm fences.

Mr. Wilson and other employees of the firm make it a practice to stop by whenever they note that a farm requires fencing. Farmers so contacted usually remark, "Figured we would see about it next time we were in town." The field cars, ever on the go, brings the need to a head. Anamosa carries Republic Steel's line of farm fencing.

## FREE Demonstrator DELBAR Automatic GATE CLOSER

★ **FREE DEMONSTRATOR** will be sent without obligation to any fence dealer! Just write to us today. Specify post and gate size.

Simple, durable closer for any chain link fence. Proven closing premium. Proven fast seller. High profits. Lifetime Guarantee.

**Try The Sales Booster Deluxe!**

### CASH PRICES

1-24 .....	\$2.50
25-99 .....	2.20
100-999 .....	2.00
1000+ .....	1.80

### SOLD AT RETAIL

**\$3<sup>95</sup> \$5<sup>00</sup>**  
from to

Send for your **FREE Demonstrator Today!**



the  
**DELBAR**  
company

1125 MARINE, BOULDER, COLORADO

Or Circle BUYERS SERVICE CARD No. 22

# HAYNES / 3 Models

## Post Hole Diggers

**Little Beaver  
Pack Back**

**&**

**Tri-Set 300  
Model 300**



Pack Back

Model 300 & Tri-Set 300

### These Machines Designed For The Commercial Fence Erector

Two great machines with equal hole digging ability, but of different design to best fit your particular operation. These machines have features that offer more speed and economy in post setting operations, designed by experienced people, with a knowledge of equipment for hole digging jobs.

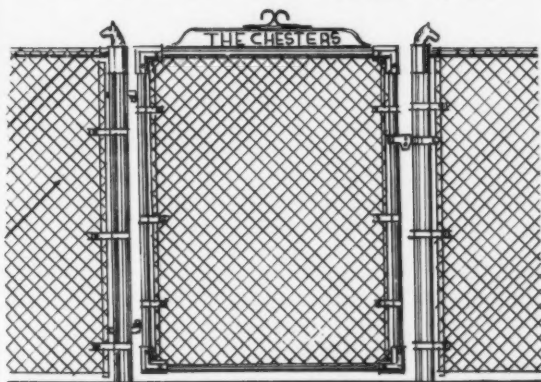
For Full Details See Your Dealer or Write

**HAYNES Manufacturing Co.—Box 191—Livingston, Texas**

Or Circle BUYERS SERVICE CARD No. 23

## Aluminum Name Scrolls available at \$1.00 each

Aluminum name scrolls at this low price are shipped in lots of 18 only. Aluminum letters are available at 6¢ each.



Sample kit of aluminum letters and numbers over 100 pieces only \$6.00.

WRITE OR CALL FOR FULL PARTICULARS.

## Hurricane Steel Industries

P.O. BOX 19128

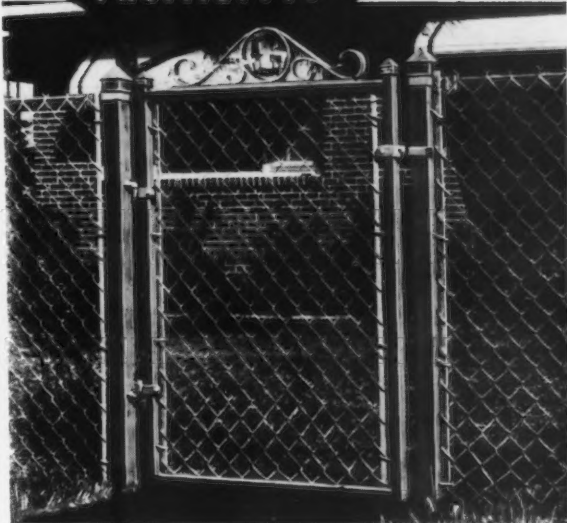
HOUSTON 24, TEXAS

or Phone HOmestead 5-3441

Or Circle BUYERS SERVICE CARD No. 24

FENCE INDUSTRY

## THE SQUARE DIMENSION FENCE YOUR BEST SALESMAN FOR PROFITS! . . .



### The Most Highly Respected Fence in the South . . .

In fact, everywhere it has been seen! Modern, distinctive and unique. Embraces all square features. A real seller. A real money maker. Write for franchise in your area.



All square frame work highlighted by square aluminum post caps. Square features found in no other fence in America.

Your complete one-order source for fittings, fabric, and tubing. Write or wire.



MANUFACTURERS AND DISTRIBUTORS  
P. O. BOX 1451 COLUMBUS, GEORGIA

FREE CATALOG OF PROFIT BUILDING  
FITTINGS IS YOURS ON REQUEST !

Or Circle BUYERS SERVICE CARD No. 26

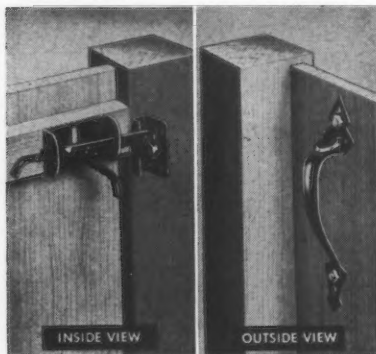
APRIL 1959

11

# ARROWSMITH

## ORNAMENTAL GATE HARDWARE

Arrowsmith's complete line of gate hardware provides the ultimate in property protection . . . features a new idea in gate latch-locks. All ornamental hardware is craftsman-made of heavy gauge steel with a new rust-resistant finish, and punched to take lag, carriage or machine bolts.



### LATCH-LOCK GL-200

May be slide bolt locked or padlocked . . . for single-acting gates, swinging in or out, hinged on either left or right post . . . ornamental pull always outside; latching mechanism, always inside. Available with extension thumb lever for gates up to 7" thick. Connecting bolts on all hinges have hammered heads and washer face to prevent scratching during installation.

### SPRING-LOADED T-HINGE

#### MSL-1508

Self-closing. Equipped with a strong music wire spring concealed in the 8" strap. For right or left hand gates. Tension may be adjusted to the weight of the gate. Packed one pair per box with or without lag bolts; 20 pair per case.



### SCREW, HOOK and STRAP

#### MSH-2008

For right or left hand gates. Ideal application for curved and/or irregular surfaces. Available in individual carton with bolts, or in bulk pack, without bolts. Packed 20 pair to case.



OTHER types of hinges available.

**FINISH:** Antique Black three ply finish quality baked enamel over heavy cadmium plate base treated with a cronak solution dip. **Cadmium** . . . all items available in cadmium finish at less cost than antique black. Prices on request.

**FREIGHT:** Full freight allowance on orders 500 lbs. or more east of the Mississippi river. Bulk rates available on request.



Or Circle BUYERS SERVICE CARD No. 29

## LETTERS



The editors of Fence Industry extend their apologies to all those subscribers whose letters do not appear in this column this month. Space limitations made it impossible to print all of the letters received. — If there is a specific problem or hard-to-find product — Send it to the LETTERS EDITOR for publication.

Sirs:

For several years I have been trying to locate the purchaser of the patterns for fence fittings formerly manufactured by the Chain Link Division of the Pittsburgh Steel Co. Specifically, I am interested in obtaining the offset-type-hinge formerly produced by the above company.

I would greatly appreciate any information pertaining to the above hinge, since I consider it as being one of the best offset hinges ever made.

F. Reith, Syracuse Wire & Fence Wks.  
809 Butternut St., Syracuse 8, N. Y.

We presume Pittsburgh Steel doesn't have the information available. Possibly, one of our readers can assist you.—ED.

Sirs:

We would like to buy steel drive posts, field, stock, poultry, metal picket fencing preferably in the Houston, Texas area. Have some companies contact us . . . Congratulations on a fine magazine, it was a godsend to the small fence companies. The large fence companies were able to get along well enough, although your magazine will now help everybody.

Was elated to note your comments in the January issue page 32 concerning retail-wholesale. I would like to see information on the large contracts to states, mail order houses, etc. This would help the small buyer know who he is competing with and how to get around it.

You have a big job ahead of you—take care of the small business man, we will help you wherever we are able.

W. L. Walterscheid, Acme Fence Co.,  
1117 Tracy Pl., Carlsbad, N. M.

Our readers in the Houston area will be contacting you on your needs. Your comments are of interest. With people like yourself pulling for us, we can't miss. Thanks!—ED.

Sirs:

We are very pleased with the item about our company and the way you presented it. We find FI informative and look forward to it each month. We in the fence business prior to the advent of FI relied to a great extent on the grapevine for news which was often unreliable. Thanks to your company we actually know what's going on in our industry.

E. H. Dooling, Anvil-Bell Fence Co.  
192 Waverly Av., Patchogue, N. Y.

The pages of FI are open to all firms in the fence industry. By printing news about people and firms we will get to know each other better. Our thanks you for your kind letter.—ED.

— MORE LETTERS NEXT PAGE —



A popular favorite with any type of architecture or landscaping, Red Giant fences have a neighborly appearance, provides privacy and insures protection.

The materials used in Red Giant fences are manufactured from heartwood, carrying grades not less than clear and select, according to the C. R. A. standards. *Easy*

### DO-IT YOURSELF INSTALLATION



### LA JOLLA BASKET WEAVE



### THE SAN JUAN

### FENCEMEN!

See Your Local Dealer Or Write

### RED GIANT TIMBER

4231 Penn, Kansas City 11, Mo.

Or Circle BUYERS SERVICE CARD No. 27

## QUAID

### Wholesale Fence Co.

### 1959

### CATALOG

### NOW AVAILABLE!

It's jam packed with the greatest fence fittings and supply bargains in the history of the industry !!

Call Whitehall 9-2725—COLLECT

— For Prompt Service —

3131 Franklin Ave., New Orleans, La.

Or Circle BUYERS SERVICE CARD No. 28

DON'T MISS OUT BEING LISTED IN THE 1959 FENCE INDUSTRY DIRECTORY ISSUE. SEND YOUR LATEST CATALOG OR PRODUCTS LIST



## Letters To The Editor — Cont'd.

Sirs:

I read the item in *FI* concerning redwood slats that will slide into chain link fabric and where they can be purchased. We are manufacturing the slats but they are made of red-heart cypress cut as long as 50 years ago. We consider cypress harder and longer lasting than redwood. All slats are submerged in redwood color preservative for added life and should last indefinitely.

C. Harris, Hercules Fence Co.,  
2103 E. Broad, Lake Charles, La.

*Glad you told us Clifford, we have had numeous inquiries about it.—ED.*

Sirs:

In one of your back issues you mentioned a rock drill used by the Anchor Post Fence Company, made somewhere in Italy. We want quotations on this type of equipment.

R. E. Austin, Pres. Austin Fence Co.,  
701 Bedford Av., Bellmore, N. Y.

*The rock drill is the Pinazza P70 and the importer is Pitnam Industrial Products, 261 Madison Ave., New York City. This was covered in our November 1958 issue, page 12.—ED.*

Sirs:

I am presently engaged in specialty sales (home improvements) and can see a need for the promotion and sale of residential fence in this area. I would greatly appreciate any information you can give me in this field, particularly names of manufacturers who do not have representation in this area of north-eastern Pennsylvania.

Frank T. Burke  
510 N. Blakely St., Dunmore, Pa.

*Frank, this letter will bring you a host of responses. If not, try a classified ad.—ED.*

Sirs:

We would like a list of the mills manufacturing woven and welded wire fence materials and are seeking new sources of supplies.

L. Semmerling, Semmerling Fence Sply.  
8830 Milwaukee, Des Plaines, Ill.

*The editors of Fence Industry are continuing to compile information for the publication of our directory issue which will list practically all manufacturers. When ready, directory will be made available to all paid subscribers.*

Sirs:

Can you advise where we may purchase newspaper mats on residential and industrial chain link fences.

C. F. Lewis, Jr. C. F. Lewis & Co.,  
703 Lakeside Dr., Salisbury, Md.

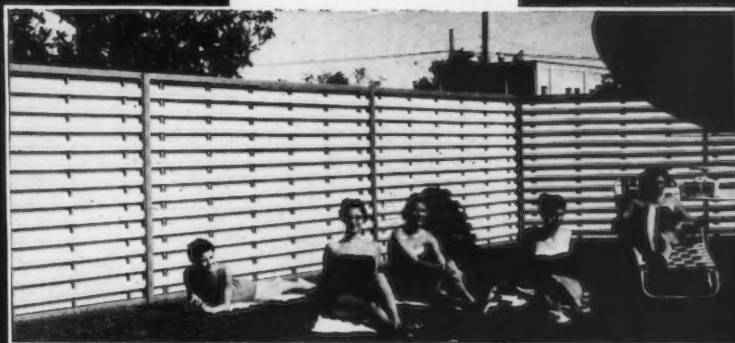
*Some of the large chain link manufacturer supply their dealers with mats but we know of no specific service that would fill your needs. If *FI* receives a sufficient number of requests to justify we might develop this service for our subscribers.—ED.*

Sirs:

We are interested in a source of supply of old English type post and rail wood fences. Advise closest source possible.

F. M. Powell, Fred M. Powell Co.,  
520 Kansas Ave., Topeka, Kansas

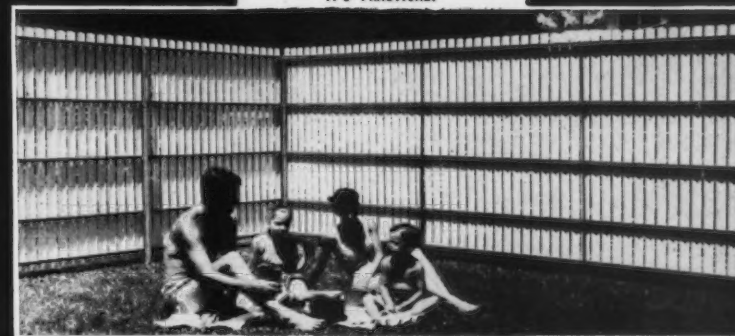
# WANT TO MAKE MONEY?



IT'S BEAUTIFUL!



IT'S PRACTICAL!



IT'S STURDY!

## PANEL-VENT FENCE

America's Beauty Fence!  
rustproofed metal in  
baked enamel  
colors!

3  
DISTINCTIVE  
STYLES

5  
POPULAR  
HEIGHTS

### PUT YOURSELF IN THE PROFIT PICTURE!

Write today for details on obtaining an EXCLUSIVE DEALERSHIP or a MANUFACTURING FRANCHISE for PANEL-VENT FENCE! It'll pay you BIG DIVIDENDS!

PANEL-VENT FENCE

ALL PRODUCTS COMPANY  
Department 4

Mineral Wells, Texas

Or Circle BUYERS SERVICE CARD No. 30

# QUALITY FOR OVER 40 YEARS RUSTICRAFT WOODEN FENCES



## CALIFORNIA REDWOOD BASKETWEAVE

A beautiful, long-lasting privacy type fence that's made entirely of knot-free, California Redwood. Available from 3 ft. to 8 ft. high, with matching gates. Can be racked to follow contour of ground.



## IMPORTED FRENCH CHESTNUT PICKET FENCE

A truly distinctive fence for discriminating people. We are the only company importing this long-lasting hardwood fence. Each panel is branded **MADE IN FRANCE**. Many installations sold 30 years ago are still standing.



## CEDAR PICKET FENCE

An all-purpose, long-lasting fence. Posts are made of heavy, PENTA pressure-treated oak for maximum strength. Available CLEFT (1/4" between pickets) or CLOSE (pickets butted together).

Circle BUYERS SERVICE CARD No. 31

We also manufacture other types of high quality wooden fences and offer prompt shipments the year round.

Imported French Picket, Woven Cedar Picket, English Hurdle, Post and Rail, Lawn Fences, California Redwood Mortised Board and California Redwood Basketweave Fences

WRITE FOR BOOKLET

# Rusticraft FENCE CO

DAVID TENDLER EST. 1918 18 KING RD. MALVERN, PA.

## Canadian Fence Manufacturers Set Pace For Modernization



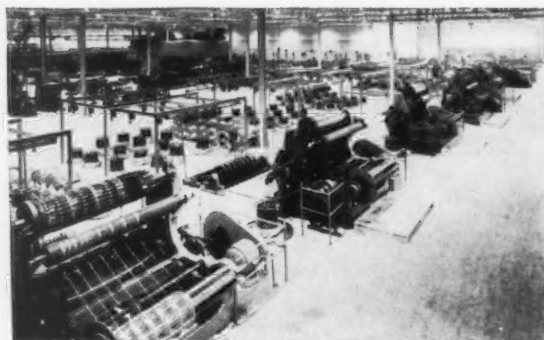
AIR PHOTO of the new and extensive modern equipped Dominion Steel & Coal Corporation plant at Toronto, housing the nail, wire and fence production equipment.

The large producers of fence products in Canada are equipped with the latest production machinery and the most modern plants and may well be setting the pace for U.S. manufacturers to follow. New plants, fast production equipment, large airy and bright working conditions and cleanliness throughout their mills and factories has created healthier labor relations.

The Dominion Steel & Coal Corporation, Limited, Toronto, Ontario, Canada holds a unique position among Canadian manufacturers of wire fencing due to the fact that they produce from the mined ore to the finished product and therefore can claim that their fence products are 100% Canadian.

The iron ore is obtained from the firm's own mine at Wabana on Belle Isle in Conception Bay, which is north of St. John's, Newfoundland. Their mines in Nova Scotia provides the coal for their steel mill at Sydney, Nova Scotia.

Hot rolled wire rods from the Sydney mill are shipped to the Montreal and Toronto divisions of the corporation and are there converted into wire and wire fence fabrics. The Province of Quebec and the Maritimes are serviced from the Montreal mills whereas the Ontario and western Canadian provinces are serviced from the Toronto mill.



A battery of farm fence looms at the Toronto nail, wire and fence mill of the Dominion Steel Corporation, sets an orderly pattern.

Fence products manufactured by Dominion Steel include farm, hog and poultry fencing, highway and railway wire fencing, welded fence and supplementary lawn, lawn border, corn crib fabric, snow fence, items such as barbed wire, fence staples, brace wire, gates and steel fence posts, as well as chain link and angle steel picket fence.

There isn't much in the fence line that this progressive Canadian firm doesn't produce, and their products have a fine reputation wherever sold and put to use. The trade name "Dosco" applies to Dominion Steel's products. Their address is P. O. Box 283, Weston, Toronto 15, Ontario, Canada.

America's  
Only

# PulJak 3-WAY FENCE and GATE TOOL



- STRETCHES
- LIFTS
- ALIGNS

**\$22.50** LIST

Jobber Inquiries Invited  
Chain link, barbed and tension  
wire gates and fences are  
positioned in taut clamping  
alignment. Cap. 2000 lbs.;  
Wt. 9 lbs.; Lifts, Pulls to 24".  
Fully guaranteed.

Order your PULJAK today  
or write for new descriptive  
catalog sheet.

**DOK**

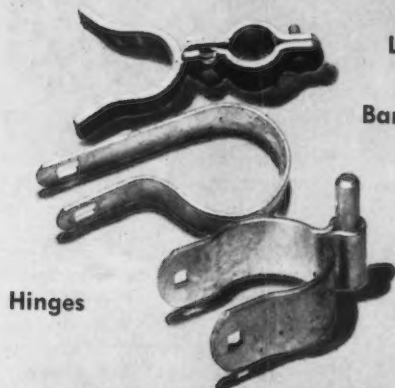
*Dockendorff & Co., Inc.*

606 Lindley Street • Bridgeport, Conn.

Or Circle BUYERS SERVICE CARD No. 47

## The Fittings make the Fence!

We make the best fittings  
That make the best fences.



Latches

Bands

Hinges

Sleeves, Ends, Arms, Caps, Clips,  
Elbows, Rods, Guides.

Send for our price list

Fittings Delivered Free on 200-lb. Orders.

**SOUTHERN**

**SOUTHERN METAL  
PRODUCTS**



**FENCE FITTINGS**

4444 N. Miro St.  
New Orleans WH 9-4424

Or Circle BUYERS SERVICE CARD No. 48

FENCE INDUSTRY

Now! A new kind of fence!

... **NEW** beauty!

... **NEW** ease of  
assembly!

... **NEW** profits!

## CAR-MAC® Vinyl-coated ALL-STEEL FENCE



**PICKET FENCE** Choice of white, pastel pink,  
yellow or green in both models.



**ESTATE RAIL** Economical, all-purpose and  
maintenance-free fencing!

**A sales self-starter because  
it has features that sell!**

- First steel fence in price range with wood fence.
- Steel rails and posts end annual painting, saves up-keep year after year.
- Easy to assemble and install. Only shovel or postdigger and screwdriver needed.
- Driveway and walk gates available.
- Great install-it-yourself seller.

**Another First! PRE-PACKAGED FENCING**

Sealed, compact cartons reduce handling, make storage easier. Hold complete sections with posts, rails, hardware, instructions.

No sharp edges.

**MAIL THIS COUPON TODAY!**

Carey-McFall Co.  
2156 E. Dauphin St., Phila. 25, Pa.  
Send information on CAR-MAC fencing.

Company \_\_\_\_\_  
By \_\_\_\_\_  
Address \_\_\_\_\_  
City, State \_\_\_\_\_

Compact, Self-Selling Display Stand and Other Merchandising Aids Available. Write Today!

Or Circle BUYERS SERVICE CARD No. 49

APRIL 1959

15





## USE THE BEST!

Why? A good looking fitting on your fence makes your jobs stand out. Isn't it rather foolish to use good fence material and then top off your fence with poorly made fittings?



Listed below are reasons why you should use Perma Cast fittings on your fences

1. We use top quality aluminum alloy—quality never varies shipment after shipment
2. Strict production and inspection controls are your guarantee of receiving only "top notch" fittings
3. Free freight on 1000 or more fittings
4. Large inventories maintained to give you fast service
5. We can cast your company name on any of our fittings at low cost



WRITE FOR CATALOG AND PRICES.



305 WEST STREET

PUEBLO, COLORADO



Or Circle BUYERS SERVICE CARD No. 32

## RUSTIC WOOD FENCES

By **WOOD  
PRODUCTS**

A PROFITABLE SIDE LINE FOR YOU

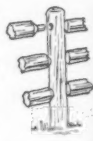


**WHITE CEDAR  
SCREEN TYPE**

Right — **POST AND  
RAIL**—Hand Split—  
2, 3, 4 or 5 Chestnut  
Rails.



Note how  
ends of rails  
are dovetailed  
for easy  
assembly.  
7 or 8 ft.  
sections



YARDS — Toledo, O.  
W. VA. — Bayard,  
Webster Springs,  
Fort Springs.  
VA. — Clinchburg.

We can serve your truck



**WHITE CEDAR - RESIDENTIAL**

**PENTA PRESERVATIVE**

We can treat both posts and rails with  
this nationally known preservative.

WRITE FOR CATALOG **WOOD PRODUCTS CO.**  
TOLEDO 12, OHIO

Or Circle BUYERS SERVICE CARD No. 33

## FHA's New Minimum Property Standards

Ruling will become mandatory  
throughout the country as of  
July 1, '59—May be used now.

### JULIAN HARRIS ZIMMERMAN

Was nominated Commissioner of the Federal Housing Administration on January 20th by President Eisenhower and his appointment was confirmed by the U.S. Senate on January 28th 1959. He formerly served as General Counsel for the Housing and Home Finance Agency.



The Federal Housing Administration's new Minimum Property Standards will become mandatory throughout the country July 1 but may be used as early as April 1, Commissioner Julian H. Zimmerman announced today.

All applications for FHA mortgage insurance received on or after July 1 must comply with the new MPS's in their entirety, including any approved Local Acceptable Standards in specific areas, Mr. Zimmerman said. However, an interim transition period will start April 1.

"In the past few months," the Commissioner explained, "we have received many requests from builders and material producers for permission to use the new MPS's as soon as possible. On the other hand, certain prefabricators and large builders who schedule design and planning far in advance of actual field construction, have requested a delayed effective date to enable them to make the necessary adjustment.

"To recognize both positions, we have decided to delay the mandatory effective date until July 1, but to provide an interim period, starting April 1, when either the old Minimum Property Requirements or the new MPS's may be used."

Mr. Zimmerman said this delayed mandatory date will ease the transition from the old requirements to the new standards and that the additional time will provide for any necessary adjustments or modifications to the standards.

Commissioner Zimmerman announced five conditions under which FHA insurance applications will be inspected and processed during the period from April 1 through June 30:

1. Either the old MPR or the new MPS shall be applied in its entirety. The use of part of the MPR with portions of the MPS is not acceptable.
2. The new MPS may be applied either on an individual case basis or on a group or development basis. At his option, a builder may elect to apply the MPS on part of a development while continuing to use the MPR on the remainder. To avoid processing delays, however, the builder should be encouraged to provide a definite break at a point where all properties can comply with the new MPS.
3. The application exhibits shall include the builder's written statement that he intends to use the new MPS; otherwise the old MPR will be considered applicable.
4. If the new MPS is to apply, the commitment (Form 2007) will contain an appropriate specific condition to this effect.
5. Local Acceptable Standards that are pending but not approved by Washington FHA headquarters shall not be used with the new MPS prior to their specific authorization.



## WAGES UPPED IN PUERTO RICO

Higher minimum wage rates under the Fair Labor Standards Act went into effect March 13th 1959 for the metals, machinery and some other industries in Puerto Rico, according to Clarence T. Lundquist, Administrator of the U. S. Labor Department's Wage and Hour and Public Contracts Divisions.

Minimum wage rates of \$1.00, 96 cents and 90 cents an hour will apply to the fabricated wire products, wire drawing and metal spring classifications, respectively. All were previously subject to an 87-cent hourly rate.

## Ornamental Iron Association Elects Stile Board Director

Vernon Stile, of Stiles Ornamental Iron Works, 3911 Lagrange St., Toledo, Ohio, has been elected to the Board of Directors of the National Ornamental Iron Manufacturer's Association at the group's recently held annual convention in Atlanta.

According to Mr. Stile, their three day convention in Atlanta was highlighted by instructional classes in all phases of ornamental iron work. The association's convention is slated for New Orleans next year.

**NEW SCARIFIER FOR CONCRETE**, a strong acid that comes in brown powder form and melts in water is said to quickly etch concrete prior to painting or to scarify and roughen smooth concrete surfaces before repair, patching or resurfacing. May be used indoors or out. For added information concerning "Scar" write St Louis Laboratories, P. O. Box 8612, Sugar Creek 21, Mo., Or Circle BUYERS SERVICE CARD No. 123.

# 9 REASONS WHY *Locke Wrought Iron* RAILINGS and COLUMNS WILL BUILD YOUR BUSINESS!



for all the reasons why *Locke* will build your business

1. Full 100% Mark-up—at attractive retail prices
2. Exclusive territory
3. No costly inventory—order as you sell
4. Fool-proof measuring
5. Fast, efficient service
6. Every order custom made—no sawing, drilling and fitting to take away your profits
7. Recognized quality backed by a meaningful Housetime Guarantee
8. Unique sale and merchandising program
9. Many exclusive features—

- bevel edge top rail
- solid stock construction
- true wrought iron flavor
- and many more

Or Circle BUYERS SERVICE CARD No. 34

WRITE OR PHONE TODAY **LOCKE Manufacturing Co.**  
LODI 14, OHIO

# Fence POSTS

HOT DIP GALVANIZED  
AFTER CUTTING  
At Unheard Of Prices!

BELL FENCE Products — Known for the shiniest wire — Now have the brightest posts.

Thousands of these posts sold to hundreds of satisfied customers.

LINE POSTS .69¢ In bundles of 61 for 4 ft. fences.

TERMINAL POSTS .99¢ In bundles of 37 for 4 ft. fences.

LINE and TERMINAL POSTS 5'6" for 3' — 3½' and 4' fences.

### OUR GUARANTEE ★

BELL FENCE MFRS. unconditionally guarantee every item sold to be free from defect in workmanship and material. Prices guaranteed as advertised.

LIST YOUR COMPANY with Bell Fence for our regular monthly offerings on practically every chain link fence product required by fence erectors. — SAVE MONEY WITH BELL FENCE!

## TRIAL OFFER!

You May Order As Mixed Bundles Or Any Quantity Of Sizes You May Be Planning To Use.

BE SURE TO MAIL THE COUPON FOR LOW TRUCKLOAD DELIVERED PRICES

BELL FENCE MANUFACTURERS  
120 College, Beaumont, Texas.

BELL FENCE CO. 120 College, Beaumont, Texas — Tel. Terminal 3-7587  
Please Ship The Following At Once ☐ Advise On Truckload Prices ☐

### • LINE POSTS—61 to Bundle •

	Per Post	Quantity	Per Bundle
LIGHT:	69¢ ea.	Bundles @	\$42.09
MEDIUM:	79¢ ea.	Bundles @	48.19
HEAVY:	89¢ ea.	Bundles @	54.29

— All prices quoted F.O.B. Beaumont, Texas —

### • TERMINAL POSTS—37 to Bundle •

	Per Post	Quantity	Per Bundle
LIGHT:	\$ .99 ea.	Bundles @	\$36.63
MEDIUM:	1.25 ea.	Bundles @	46.25
HEAVY:	1.45 ea.	Bundles @	53.65

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Or Circle BUYERS SERVICE CARD No. 35

# SURVEY and Analysis . . .

The 3rd and final report to be published as a result of the first survey ever attempted in this field. It concerns, in its entirety, every phase of the fence industry and its operations during 1958.

Most firms do not specialize. 82% carry numerous lines. Balance who specialize may be prime prospects for new lines. Styles and designs reported range from two up to a hundred. 13% Of firms reporting select ornamental metals as best bet.

40% Of firms reporting state, chain link best profit item. 29% Select wood as best money maker for numerous reasons. 18% Report best profits with metal picket and other lines. Cost of inventories, profit margins, etc., in this report.

## WHICH TYPE OF FENCE OFFERS THE BEST PROFIT?

Our survey indicates that 82% of the industry do not specialize in one, but many types of fences. Some carry wood, iron, chain link and just about all the products produced for this field. Others may feature wood and chain link and so forth.

As well over one thousand firms responded to this question (we are using 1000 as a base), it may be assumed that the responses are indicative for the entire industry.

The best profit-maker for 40% of the firms reporting is chain-link.—29% Of the f.r. select wood.—13% of the f.r. prefer ornamental iron.—10% State that metal picket is their best bet.—5% Speak up for farm fence.—3% Give the nod to reed, bamboo, fiberglass and block fencing. (f.r. refers to firms reporting).

The questions arising are; Why should firms who sell wood and chain link prefer one against the other as a better money maker? Is their preference based on knowledge of chain link as against lack of know-how in the purchase and sales of wood and vice versa?

The disparity in this part of our survey which indicates total disagreement, regardless of percentages, can only be justified by analyzing buying and sales methods and other cost factors which creates the preferences.

## WHY IS IT THE BEST PROFIT MAKER?

In order to qualify the preceding question we asked our respondents this direct question. Everyone answered freely. So many in fact, that space does not permit printing all the replies. Here then are some of the reasons why one type of fence material is pushed and the other sold merely as a convenience or to round out a line:

**THE ANSWERS:** (Speaking for chain link) More demand, quicker installations. Higher volume per crew, dollar wise. Permits installing with minimum supervision. Can compete locally. Uniform materials with no deterioration permits volume purchases. Low costs. Lower erecting labor costs and simplicity of inventory. Availability of materials reduces shipping costs. Larger turnover and unit sales. Permits a better markup. Less storage space required other types too bulky. Discounts on wood and masonry too low. General public acceptance. More standardized and less chance to underestimate jobs. Very little waste. Better volume discount buying.—These are a few of the reasons why chain link means greater profits for some dealers, the majority in fact.

Now! What are the dealers saying who find wood the best profit item in the fence field?

**THE ANSWERS:** Excellent for retail outlets and the do-it-yourself trade. More specialties to sell. Less competition. Life expectancy less than steel, creates reorders and replacements. Higher markup. Larger dollar-wise sales and higher profit per sale. Wood is more attractive and desirable, easier to sell. More custom jobs at higher prices. Prices on wire too low and consumer is aware of it. Greater margin on wood. More opportunities to sell due to wider range of styles and designs to fit specific jobs.—The reasons here given are about identical with those claiming chain link their top product.

Here also are general comments concerning other lines of fence materials:

**THE ANSWERS:** (For metal picket) Less competitive. Best for garden and pool sales. Priced to produce level profit adjusted to volume. (For ornamental iron) Higher markup and less competition. Design opportunities unlimited to fit pocketbooks of customers results in no lost sales. (For woven farm fence) Less costly to stock better opportunities for profits, percentage wise per sale. (Fiberglass) The field not so crowded. Easier to make sales. Product very flexible adaptable to design. Can get higher prices.

## HOW MANY LINES DO YOU CARRY?

This question was asked in order to ascertain whether firms in the fence business specialized or stocked numerous manufactured products to meet customer demands. (Our January issue P. 32 survey gives the types carried). The responses also indicate purchases from one or more sources of supply.

Of a total of 640 firms responding to this question, 17.25% state they carry one line of fence materials. An indicator of purchases from one source. 51.25% Of f.r. state they carry from 2 to 5 lines of fence materials. 31.50% Of the f.r. carry 6 or more lines, some advising they sell everything available.

It would appear therefore, that a minority in the field depend on one source or line and specialize and that 82.75% of the industry are open to any fence product that has merit and a profit potential.

## HOW MANY STYLES OF FENCE DO YOU CARRY?

The number of styles and designs and trade names applied to fencing are as numerous as the distributors manufacturers and retailers can think them up. Any slight deviation in a design for a fence will cause the standard name to be changed. This is apparent in our survey, for firms report as many as 100 styles catalogued.

SURVEY — Cont'd. on Page 23



The beauty, privacy and protection afforded by fences as "outdoor living rooms" accounts for the increasing popularity of decorative fences.

## What you should know about fence to TURN MORE PROSPECTS INTO CUSTOMERS!

by Alfred F. Cosbitt, Sales Manager  
Habitant Fence, Inc.

There's nothing new about picnics. But where picnics once meant a trip to the beach or park, the back yard—now popularly known as "the outdoor living room"—is the favorite spot. This "outdoor living room" is more than just a picnic grounds, too—it's equally popular for family meals during warm-weather months, barbecue parties, and everyday relaxing. As a result, today, more than ever before, Americans are highly "fence conscious".

The homeowner interested in converting his yard into an outdoor living room is becoming more and more aware of the importance a fence plays in this transition. He realizes he needs a fence not only for beauty but for privacy and protection as well; or for a wind-break, or to hide service areas. And that's why he'll be coming to you. You sell fence—you're supposed to know the answers. If you do, you can tap one of today's richest and fastest growing markets.

### KNOW YOUR PROSPECTS

There are always a few people who have strong feelings about one certain type of fence. They'll tell you . . . "I must have a charming little white picket fence" . . . or, "I wouldn't have anything but a post-

and-rail, and I can make that" . . .—you've probably met the type. But it's the other big group who just "want a nice fence for my yard" that will prove your mettle as a fence salesman. First, you'll have to get to know them—discuss their wants and needs. Find out how they plan on using the fence . . . then suggest!



Try to keep fence installations in balance and in harmony with the architecture of your customers' house. An open picket blends naturally with Cape Cod bungalows.

—CONTINUED Next Page.



#### Turn More Prospects to Customers—CONTINUED

But don't commit yourself too quickly. You may do a bang-up job of selling the virtues of one type only to find out your prospect disdains the very fence you've praised.

Remember: "security" needs a far different style of fence than "garden background"; "pet control" needs a different style fence than "climate control"; and a swimming pool enclosure poses entirely different problems. Prove this to the prospect. Have a good supply of literature from the fence manufacturer you represent and let the prospect see how one style will do wonders for his roses, while another style will hide his garbage can beautifully! Give the prospect this literature and if you have model units available, be sure he sees them. Pictures can't tell the whole story. But close inspection answers a lot of questions about craftsmanship, color and construction. Oftentimes you can convince a prospect that he should spend a little bit more money and get a high quality fence which perfectly suits his application.

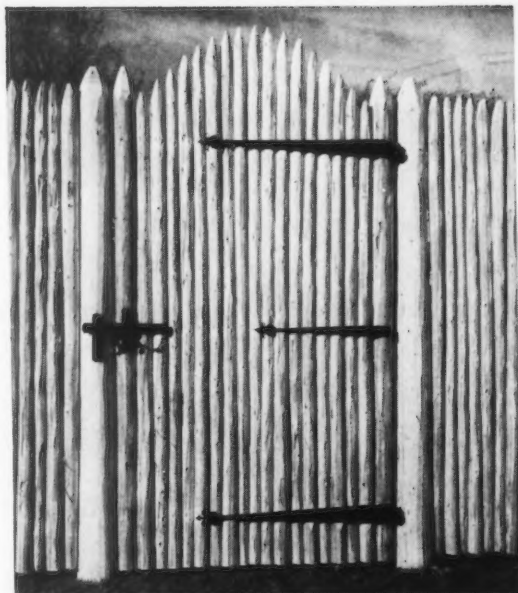
You'll also want to know the prospect's style of house and, of course, his lot size or contemplated fence line. If he has a sketch made of his yard plan, go over it carefully with him. If there's anything in its appearance which looks odd, be sure to question him. He may have a logical reason for it, such as, bypassing a stump rather than removing it. If he doesn't have a sketch, offer to make one right there on the spot, or better still, out at his house. If he has grade elevation problems, discuss them with him. Quickly sketch out the proved methods of solving these problems. Who knows, he may have lain awake nights wondering how his fence would look. You can do him a real service and possibly cement a sale with factual solutions.

It's not a bad idea, either, to find out if the prospect has discussed a fence with his next door neighbor. If he has, there's a chance that, here too, you can sell a more expensive fence on a share-the-cost basis. It's frequently done.

#### KNOW YOUR COMPETITION

Closing your eyes to competition is backward selling. Keeping your eyes open puts you in the position of an authority. You know what is going on and potential customers can soon tell that you know your business. If they ask about chain-link type fence, you should not only know the advantages and disadvantages of chain-link type, but the advantages and disadvantages of metal chain-link versus wood fencing. That's not asking too much if you are sincerely interested in making fence a highly profitable item for you.

Cover all the competitive angles. Do you offer accessories such as gates, fancy hardware trim, etc.? Can the prospect paint or stain your fence? Can he paint or stain your competitor's fence? If it's a wood fence, does it have proper wood preservatives? How about prices? You're probably well acquainted with your own pricing set-up. But do you know what a competitive fence would sell for in a model comparable to yours? If there's a sizeable difference, do you know why? You'd better if you expect the customer confidence that leads to the sale of your fence as against your competitor's.

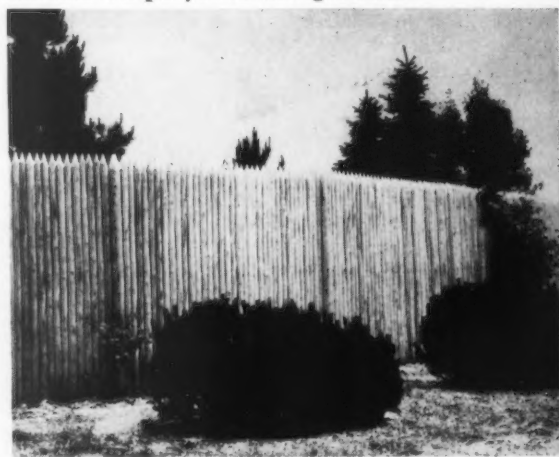


Become thoroughly familiar with your own fence—and the fence of your competitors. Accessories such as special gates and fancy hardware help to clinch sales.

Here's an important point: Can your fence be erected by the customer or does it take an experienced fence erection crew to do the job? If your fence can be erected by the customer, offer to lend him the proper tools. Give him a few vital tips. He'll appreciate it that you are trying to help him save money and your selling job will be easier. Don't worry about cutting off installation profits. The majority of customers will still want you to do the job, but they appreciate your consideration.

#### KNOW THE RESTRICTIONS

One of the most important things you should know regarding fence is your local regulations or zoning laws. To specify an 8' high fence in an area where 6' high fence is the maximum allowable, doesn't speak well for you. In the eyes of the prospect, you're finished before you ever got started. A telephone call to your city hall or five minutes with your local planning commissioner will put you on the right track.

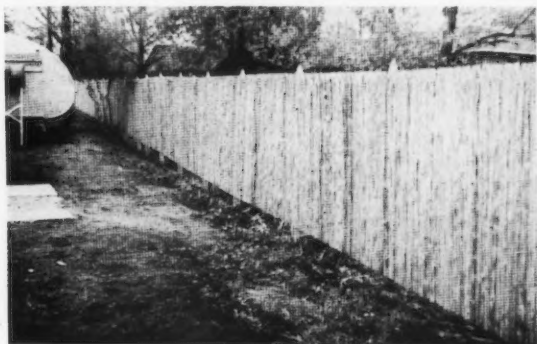


Make certain you are thoroughly familiar with your local zoning regulations and fence height restrictions. It's easy to make sure and it eliminates possible future ill-will.



## KNOW YOUR APPLICATIONS

There are a thousand and one different ways in which fence can be used. Many applications are very familiar. But there are a number of not-so-common usages for fence, all of which can increase your sales. Wind screens for barbecue pits; recreation room paneling; tool sheds for garden equipment; department store display windows to mention a few. Recognizing and adapting fence to serve unusual functions broadens your market—improves your sales. Keep a file of your own unusual applications. Supplement it with pictures gleaned from home magazines, do-it-yourself features in newspapers, etc. Keep your eyes open and suggest some of these applications when a prospect shows interest in fence for an "odd purpose". You'll have the facts, and the opportunity for extra sales.



(TOP) It looks like a neat fence job at a trailer court.  
(BOTTOM) But look what it hides . . . a drainage ditch full of water and debris! Look for unusual hazards like this.



Ever think of local retailers as fence prospects? Here's a case where an alert dealer sold his local department store a window display background.

# 10

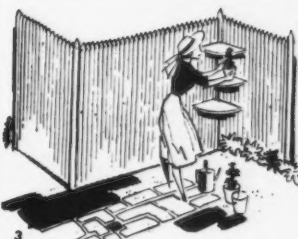
## UNUSUAL AND DIFFERENT FENCE APPLICATIONS!



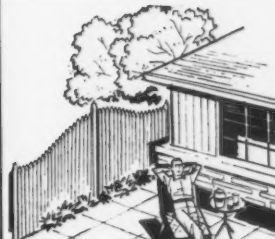
1 BACKGROUND BARBECUE PIT.



2 HIGHLIGHT ACTIVITY AREAS.



3 FOR MINIATURE NURSERIES.



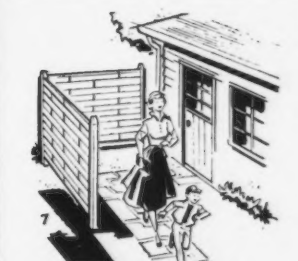
4 ENCLOSE PATIOS.



5 PLAY AREA DIVIDER.



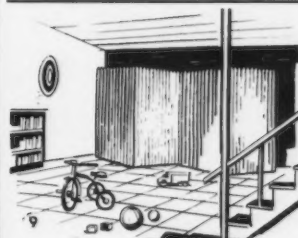
6 ACCENT GARDEN SETTINGS.



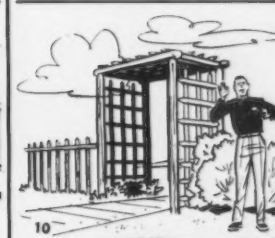
7 SCREEN ENTRYWAYS.



8 TRAIN CLIMBING PLANTS.

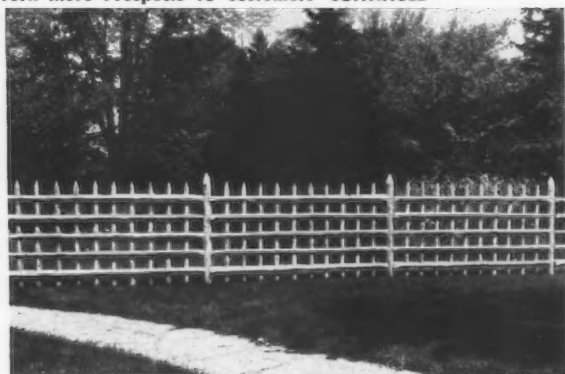


9 RECREATION ROOM WALLS.



10 A CORDIAL ACCENT.

CONTINUED Next Page.



A neat job will not go unnoticed. Erection crews should leave the premises clean. Your product is judged by the way you do your job.

### KNOW YOUR INSTALLATION

Your best advertising stands in someone else's yard. It's on constant display to neighbors, friends and casual passers-by. A neat job, an exact fit, will not go unnoticed. Even though casual viewers may have varying opinions about the fence style as such, they do recognize a fine installation. And, they'll be interested in the erector or originating fence dealer. There are many cases where strangers have asked fence owners "who did the job".

In this regard, if you have made a particularly outstanding installation, because of its size, application or style, it's wise to ask the owner if you may show the job to your prospects. Many times the owner swells with pride, and gives you his hearty permission. You have a perfect "case history"—and it helps induce your prospect to buy.

If you erect the fence, make certain your crews pick up all the scrap; replace as much soil and sod as possible; and leave the premise as neat as a pin. Cigarette butts, lunch bags and extraneous left-overs do little to recommend you! The old saying "First impressions are lasting impressions" certainly applies.

When accessories such as gates are installed, be sure they swing freely, are tightly fastened and don't sag. Be certain the accessories are in harmony with the entire installation. For instance, a huge gate, in a relatively small section of fence, looks over-powering—out-of-place. At the time you draw up the specifications, keep the final appearance of the fence job in mind. It's your most important asset. Nothing has ever replaced the goodwill and accompanying sales of "word-of-mouth" advertising.

When you thoroughly assimilate, *and practice*, these five "knows", your fence business will be healthy. You'll have fewer "No's" because you'll turn more prospects to customers!

All the photos and illustrations appearing in this article courtesy Habitant Fence, Inc.



If you have made a fence installation that's in harmony with the surroundings, creates a desirable final appearance, and can be adapted to someone else's needs and purposes, ask the owner if you may show it to your prospects. Chances are the

owner will swell with pride and give an affirmative answer. And the prospect can see, firsthand, how your product looks in use, how it blends in with other architectural elements, and, most importantly, how you rate as a designer and installer.

## **SURVEY and ANALYSIS—Continued from Page 18**

Chain link inventories, projected, averages \$15,205. per firm. Fence fittings inventories averages \$8,262. per firm, projected. Industry has no set pattern for stocking fence materials. Fair profit margin for materials sets a wide range in mark-ups. 71% Of the industry caters to the Do-It-Yourself trade.

The gross figure for each 100 firms reporting styles of fences carried is 750, or 7.50 styles per firm. Here's how it breaks down: 28% report carrying 2 to 5 styles. 40% report 7 to 15 styles. 24% report 20 to 40 styles. 8% Of firms report having above 40 styles with one firm stating they have 100 designs for fences available.

With fence styles and designs as numerous as they appear in this report, it would seem that the suppliers and consumers are style conscious and that this phase of the fence business could be promoted and be as effective as the automobile business whose customers expectantly await the news each year about the new models.

### **COST OF CHAIN LINK FENCE INVENTORY!**

Of a total 1330 responses to our survey questionnaire mailed to 9000 firms, a high percentage for any survey, only 146 firms replied to the question concerning the cost of inventory carried. These responses are nevertheless sufficiently basic as a projection for the entire industry.

The inventory costs for 146 firms reporting was \$2,220,025. for chain link fabric, averaging \$15,205. per firm to the closest fraction. This figure is based on costs to the fence erecting firm and not marked up. We are not here suggesting that each firm reporting carried a \$15,205. inventory, as some carried more and some much less. We are here projecting our gross figures and spreading it for the industry as a unit.

Firms reporting a gross of \$500,000. annual business volume also reported carrying \$25,000. inventories. Firms doing a \$150,000. annual gross reported a \$9,000 to \$10,000. inventory and so on. Some carried inventories equivalent to one-third of their gross annual volume. There is no set pattern.

We may glean the following insofar as inventories of chain link are concerned. 100 Firms will carry inventory totaling \$1,520,500. and each 1000 Firms will stock \$15,205,000. in chain link. This projection is most feasible for we have included those carrying minor stocks with those reaching up into the high figures. Based on these figures, it is reasonable to state that in excess of one hundred million dollars in chain link is being stocked in all sections of the USA today.

### **COST OF METAL FENCE FITTINGS INVENTORY!**

This question covered fence and gate fittings and hardware. Using the identical forms of those responding to the chain link inventory question we find that each hundred firms stocking fittings totals \$826,230. or \$8,262.30 projected for each firm. This would indicate that \$8,262,300. in fittings is being stocked by each thousand firms active in the chain link fence business. Figures given are not based on marked-up consumer prices. They represent actual costs to the fence erector firms.

There is no set pattern in the industry percentage-wise for the stocking of fittings as compared to chain

link fabric. Dollar volume in fittings as compared to fabric will range from 10% in some instances up to 50% of fabric inventories. We assume from the figures given that fittings, gate hardware and pipe is being stocked to a gross of or exceeding fifty million dollars by this industry, in inventories that require constant replenishment.

### **WHAT DO YOU CONSIDER A FAIR MARK-UP FOR A PROFIT MARGIN ON CHAIN-LINK?**

This question concerns the mark-up over cost of materials and does not include labor. 780 Responses were received on this question and the largest percentage of replies range in the 25% to 40% mark-up range. Some firms indicate a mark-up as low as 10 to 15% and the high runs to 100%.

Here is the breakdown by firms reporting: 20 Firms report materials' mark-up at 10% to 15%.—100 f.r. mark-up at 20%.—140 f.r. mark-up at 25%.—170 f.r. mark-up at 30%.—70 f.r. mark-up at 35%.—160 f.r. mark-up at 40%.—50 f.r. mark-up at 45% to 50%.—10 f.r. mark-up at 60%.—20 f.r. mark-up at 70%.—40 f.r. mark-up at 100%.

You will note that 540 firms out of a total of 780 reporting, slightly more than 69% of the total, consider a mark-up of 25 to 40% as fair for a profit margin on chain link. Approximately 12.50% consider 20% a fair mark-up. Approximately 2.75% a minority, mark-up at 10 to 15%. Approximately 6.40% mark-up at 45 to 50%. Approximately 2.75% mark-up at 70%, and 6.60% of firms report materials mark-up ranging to 100%.

The only conclusions we can arrive at for mark-ups that vary from 10% to 100% on materials is competition to secure the bulk of the available business in specific areas. Purchasing in volume to justify low mark-ups. Creation of consumer markets in poor business areas to induce purchasing. This of course would be applicable to only 2.75% of the industry reporting mark-up below 15%. The bulk of the industry 97.25% appears to be operating in a range above 20% to 100%. As in other phases of this industry, there appears to be no stability in prices.

### **DO YOU SELL THE DO-IT-YOURSELF TRADE!**

The do-it-yourself trade, long the bane in the lives of fence firms and home improvement concerns in the fence field, is being approached with an "if you can't lick 'em. join 'em" attitude by approximately 71% of the industry. That is, in projecting our 1330 responses, we find 940 firms stating they cater to the do-it-yourself trade.

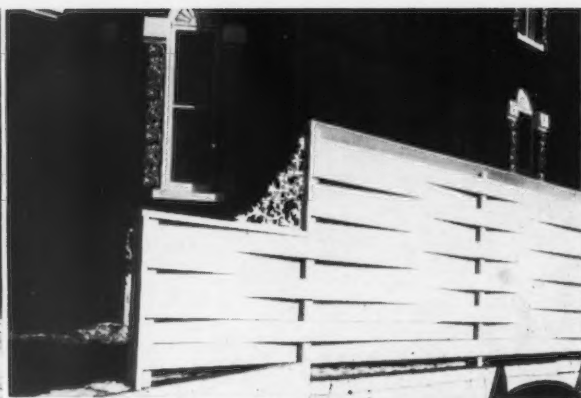
There is no doubt about the fact that most non-experienced fence erectors fail miserably at their tasks and usually fall back on gaining the services of experienced fence erectors who can put up a solid structure that won't turn out to be an eyesore. There is much to be said for the do-it-yourself trade as a volume builder for materials and tools rentals. There is however steady promotion by the home improvement contractors to discourage this phase of the business by a national "Let us do it for you better," publicity campaign.

**A special survey covering the wood, ornamental metals, farm, and metal picket fields will soon be attempted by FI**





Here we have a combination of ornamental aluminum shutters, ornamental iron railings and a decorative aluminum casting on a basket weave wood fence. All items serving an artistic and useful purpose. These embellishments are in good taste.



# Ornamental Metals Trends

## Opening up many new avenues for sales!

By Jean Lyon

Architectural Aluminum Company of 5412 Center Point Road, N.E. Cedar Rapids, Iowa, is in its third year of producing aluminum railings, and aluminum building specialties which it sells to contractors and home owners over a six state area.

Architectural Aluminum's basic product is aluminum railings to be used in commercial and public buildings, such as schools, banks, churches, offices, and factories. These railings are normally purchased by the contractor through competitive bids based on plans and specifications of architects. Frequently the architect or owner will ask for recommendations; then special details are drawn for that particular structure and submitted together with a bid on this railing.

All styles of aluminum railings are fabricated. The classic design is a balustrade with top rail of a channel, to which the vertical bars are attached, and an extruded section capping this channel and held in place by screws or bolts. This was the first style of aluminum rail, which merely used the design of a wrought iron railing with substitution of metal. Although the results are attractive, and a great variety of shapes and designs available, it is expensive due to the use of many

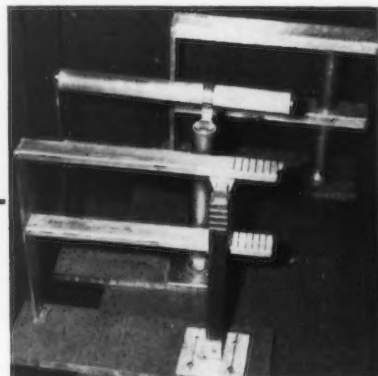
parts, large amount of welding and finishing of joints, and special care that must be given in joining the top rail sections.

Blumcraft of Pittsburgh developed a series of modern designs based on the use of horizontal members which are offset from vertical posts. To reduce the fastening problem and to allow greater flexibility, a system of "T" slots and sections was developed. A clamping action holds the fittings in the slots. A combination of modern architecture, modern design, and modern metal made Blumcraft of Pittsburgh a standard of the industry. Blumcraft sells its material to fabricators such as Architectural Aluminum, who cut, form, weld, and assemble the rails. This Blumcraft railing is made with solid aluminum sections, and this coupled with its complex fasteners, make it an expensive railing.

The tubular railing has rectangular tubing rails with posts passing through the rails, thus taking advantage of the horizontal line design with the natural advantage of aluminum, that a hollow shape may be extruded with almost the same strength, but very little additional expense per pound over a solid shape. The



Norman Duke, owner of the Architectural Aluminum Co., stands alongside display of Kaiser aluminum siding, and castings produced by the Tennessee Fabricating Co., and Birmingham Ornamental Iron Co. These and other lines are retailed by this progressive firm.



This is how Architectural Aluminum displays samples of railings it sells and these samples are easily transportable. Shown, back to front: tube line, pipe line and styleline railings.





Norman Dake shows FI's reporter how to sand a rail terminal, to be inserted and welded into a rail end.



A section of styleline railing being formed on the Hossfeld Universal iron bender. A rectangular bar of aluminum is inserted in the tubular hollow at the area to be curved, is then heated and slowly brought around the die to the desired form.



Mr. Dake, an experienced craftsman, is here using a Linde torch coupled to a Miller's Inert Gas Welder. The prefabricated rail terminal is plug welded to the tubular rail in a perfect bond.

result is less material is used and the cost substantially reduced. The post construction eliminates fasteners; but reduces flexibility which is often desirable when erecting the railing to meet field conditions. The result has been a substantial railing at a moderate price. It is presently very popular.

#### ORNAMENTAL METALS TRENDS—continued from page 24

Architectural Aluminum Company has attempted to carry this evolution to the next step by development of the contemporary railing system. This system uses a moulded tubular section called the "Styleline" for the horizontal lines, attached to square or rectangular posts by a simple bracket. The moulded rail gives the same beauty and conforming to the hand grip that the cap rail or solid bar rail gives, but with the advantage of greater strength without the fastening difficulties of the cap rail, and at a lower cost than the solid bar. The inside of the tube is rectangular to allow insertion of a solid bar for bends, joints, and terminals cutting down shop time required for these jobs.

Besides aluminum railings there is an ever growing list of aluminum building specialties that are being fabricated. Examples of these products are: screens, sills, division strips, floor mat recess frames, expansion joint covers, roof vent louvers, sun shades, church fleche, crosses, etc.

In the home, aluminum castings are being used to give a "New Orleans" touch. Some typical uses of these castings are in room dividers, grills, ornamental shutters, table supports, railing ornaments, and porch columns. These castings are purchased from Tennessee Fabricating Co., Memphis, Tennessee and Birmingham Ornamental Iron of Birmingham, Alabama, then fabricated to fit the job.

Architectural Aluminum Company also sells wrought iron railings as a dealer for Metal Crafters, 1756 E. Ave. N.E., Cedar Rapids, Iowa. The iron is standard and economical and thus widely used.

For exterior railings an anodized or clear lacquered finish may be used. The anodizing process is the result of electrolytic action leaving a frosted appearance with a very hard surface. The lacquered finish is less expensive and may be refinished on the job if necessary. Interior railings may have either of these finishes, or more commonly a waxed satin finish that is easiest for maintenance.

"Heliarc" welding is used in the shop. The gas shield keeps oxygen away from the area being welded, thus not allowing oxidation which prohibits or doesn't allow fusion of metals; also it permits a clean weld without any spatter or flux to be cleaned away. For welding, pure rod is used for handrail and Oxweld No. 23 for structural items. A Linde torch with a Miller's Inert Gas Welder, Model TA 252 AP is used.

Equipment used in the shop of Architectural Aluminum Company includes: Skil Radial Saw, Model 450, Skil Corporation, Chicago, Illinois, and other equipment includes:

Miller's Inert Gas Welder, Model TA 252 AP Miller Electric Co., Appleton, Wisconsin;

Linde Torch, Linde Corp., Division of Union Carbide and Carbon Corp., 30 E. 42nd. St., New York 17, N. Y.;

Skil Portable Hand Drill, Skil Corporation, Chicago, Ill.; South Bend Precision 14" Drill Press, South Bend Lathe Works, South Bend, Ind.;

Porter Cable Hand Sander, Model A-2, Porter Cable Machinery Co., Marcelue and Ontario St., Syracuse, N. Y.;

Craftsman Flat Sander, King Seely Corp. through Sears Roebuck Co., Chicago, Ill.;

Hossfeld Universal Iron Bender, Wrenchless Type Size No. 2, Hossfeld Mfg. Co., 460 W. 3rd. St., Winona, Minn. As well as other modern equipment which aids the firm in the production of products that are being well received in the middle western territory covered.



## REEVES FENCES A BIG ONE!

by Evelyn C. Vining

Air view above of Daytona International Speedway on Highway 92 near Daytona Beach, Florida. Immensity of the fence installation may be visualized by noting the dog race track occupying the oval in foreground.

Highway mesh comes out from underground in a new use as crash fencing for the multi-million-dollar International Speedway at Daytona Beach, Florida. Since the job required a material with strength and weight and a mesh that would not obstruct vision, 9 gauge highway mesh was decided on. It was annealed for greater strength, and left ungalvanized so it could be painted to avoid sun-glare.

The 10 foot high crash fence was installed on top of a 3-1/2 foot high cantilever type reinforced concrete crash wall which extends around the perimeter of the track in front of the grandstand area for 4300 feet. The wall is on an 18 degree banked turn and leans inward toward the track from 5 degrees to 18 degrees. Twelve inch pilasters with pipe sleeves were formed in the wall at 9 foot intervals to take the 2 inch steel fence posts. Steel arms welded at an angle on top of the posts bend the fence inward toward the track.

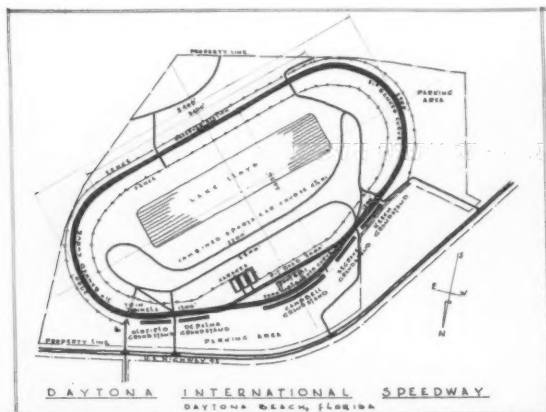
The highway mesh for the crash fence was manufactured especially for the speedway job, and delivered in five foot width rolls. Three-eighths inch steel cable was threaded through the top, bottom and center of the posts to hold the two widths of fencing. Before erection, the top section of fencing was bent to accommodate the welded arm, bending at an angle toward the track.

Pat Reeves, president of Reeves Fences, Inc., Tampa, Fla., and Bill France (right), president of the Daytona International Speedway, at a rollaway gate in front of the twin tunnels used for traffic access to infield during races. Erector crews worked around the clock and lived on the premises to completion of work.



Because of the 18 degree incline of the fence posts at the turn, scaffolding was built on the truck working above the cantilever wall on the inside, while the unique fork-lift of the tractor, working directly on the track below the wall on the outside, lifted the fence into position as a man, sitting astride the lift, hooked it over the posts and loosely tied it to the guide cable.

Reeves Fences, Inc., of Tampa, was the contractor for the International Speedway fencing job which called for more than 34,000 feet of fencing. Installation was done by Reeves' crews who maintained quarters on the job site.



Asphalt topping on 18° banked turn had to be completed before crash fence could be installed atop 3-1/2' high reinforced concrete cantilever wall in front of the grandstand area. Twelve inch pilasters with pipe sleeves were formed in the wall at 9' intervals to take 2 inch steel fence posts.

The barbed lines in the drawing indicates where fences were installed by the Reeves firm and includes only a part of the entire job.—SEE NEXT PAGE.



PHOTO ABOVE—Fence erection problems were encountered. Seven miles of drainage ditches close to fence line often allowed only two feet or less working space, in a thousand feet of installing. Note the ditch above left.

PHOTO AT CENTER—The Ford tractor with the special built on fork lift also has a platform, was used for the high-up jobs and fabric hauls.



PHOTO AT RIGHT—The crash fence, a fine engineering job completed, curves in front of a grandstand and leans to an 18° angle in order to be perpendicular to the speedway track.



The Speedway is situated on a 446 acre tract two miles West of Daytona Beach on Highway 92, and is heralded as the safest and fastest automobile racing course in the World. The 2-1/2 mile track is a modified oval in shape, with the result that 80 percent of the fencing had to be installed in curved sections. At the East and West ends of the oval are two 31 degree turns, banked to a height of 24 feet. The 18 degree banked turn in front of the grandstands breaks the North straightaway into two 1200 foot lengths.

Within the fenced infield is a 2 mile sportsmar course which ties into the 2-1/2 mile Speedway track. Also in the infield is a 45 acre lake, from 6 to 12 feet deep, which represents a one mile course for boat racing and water skiing. The lake was formed from the borrow pit from which material for the high banked turns was taken. At the lake run-out, a section of chain link fencing is covered with screen wire to protect the fingerlings with which the lake has been stocked for fishing.

Work on the outside security fence began in late Fall, 1958, before the tremendous earth-moving operations were over, and before complete drainage of the site had been achieved. Bad weather and marshy terrain were the greatest problems encountered during construction of the perimeter fence which required 13,000 feet of 11 gauge 9 foot chain link Custodian fencing with barbed wire extension arms. Seven miles of drainage ditches and canals had been dug to drain the property, and these too presented problems, for in many sections the canals barely skirted the perimeter, leaving only a two foot space for working area. Much of the wire had to be stretched with the roll in an upright position.

It was in situations such as this that the Ford 630 tractor came in where there wasn't space for the truck. The tractor is equipped with a model 2259 Danuser digger and a forklift made of pipe sections welded to the payloader frame. The fork-lift speeded up truck-unloading and also served as a hitch for wire pulling.

Post holes 3 feet deep were drilled with the nine inch Danuser, with hardpan encountered anywhere from the surface to two feet below. A local transit-mix firm, Permacrete, supplied the concrete for the postholes.

Sixty eight rollaway gates were installed in the perimeter and infield fencing. Swinging gates included two 12 foot and twelve four foot gates.

The largest gate installation was for a 90 foot opening on the property adjoining the Speedway which also was fenced for parking areas. The two 45 foot sections of rollaway gates for this opening were installed with drop sleeves and stationary uprights to prevent them from whipping. Approximately 4,800 feet of 9 gauge 7 foot chain link Custodian fencing were used in perimeter fencing for this property.

Fencing in the infield, part of the lake area and the bleacher sections required 12,200 feet of 11 gauge, 6 foot Guardian fencing.

In the bleacher sections, coming up the outside slope of the fill, fencing had to be cut to fit the 45 degree angle rise, and was welded to the posts in sections.

A service road at the outside edge of the track is separated from the track by Armco highway-type guard rail. As an extra precaution, a six gauge, three foot fence was installed at the outside edge of the service road at the 31 degree East turn above the vehicular underpasses which burrow under the turn, and give access to the infield from the highway. For this section of fencing, eight foot posts were set in four feet of concrete.

CONTINUED—on page 31



PHOTO ABOVE—Rollaway gates installed by Reeves span 90' opening on the parking lot adjoining the the speedway. Stationary uprights and drop sleeves were used to prevent the gates from whipping in the high winds.

PHOTO RIGHT—Fork lift with special tongs pulls fence fabric taut at ground level before the crew installs fabric to the posts.





# IRS

## New Internal Revenue Service procedure takes some of the pressure off the small taxpayers

You may authorize the person who prepares your tax return to appear for you before a tax examiner according to the new IRS ruling.

The Treasury Department on February 16, 1959, announced final new Treasury procedures designed to assist taxpayers in their dealings with the Internal Revenue Service.

The new procedures effective March 15, 1959, will enable persons, not enrolled to practice before the Internal Revenue Service, to represent taxpayers before revenue agents and examining officers in the District Directors' offices with respect to returns prepared by them. The change is designed to meet the increased need for competent assistance to taxpayers resulting from the tremendous increase in the number of tax returns filed since the present Treasury provisions governing these matters were put into effect.

The Treasury Department said it would permit any person who prepares a return for a taxpayer to appear as the taxpayer's representative, with or without the taxpayer's presence, before revenue agents and examining officers in the Audit Division in the offices of District Directors with respect to the tax liability of the taxpayer for the taxable year or period covered by that return.

Proper authorization from the taxpayer will be required. The change would not permit unenrolled persons to so represent taxpayers at the informal conference level nor with reference to estate, gift, and certain corporate tax returns.

Thousands of persons—experienced public accountants and others—today render valuable service to the Government and to the public (even though not enrolled to practice before the Internal Revenue Service) by assisting taxpayers in the preparation of their returns. In many cases the taxpayer desires the assistance of such a person in supplying factual information or in explaining the return to an agent.

In many instances—for example, in the case of wage earners who cannot take time off from their work without losing wages, or the small businessman who cannot leave his place of business without closing up shop—the taxpayer will be relieved of inconvenience and expense since under the change the person who prepared his return may appear before the examining officer or revenue agent in the Audit Division in an office of District Director to represent the taxpayer.

Cases involving relatively little tax or relatively simple facts comprise the bulk of the cases presented for disposition at the revenue agent or examining officer level. Officials of the Department and the Revenue Service are convinced that many cases can be handled at that level under the new procedure.

### Gifts as business expense deductions

The following Revenue Ruling now appears in Internal Revenue Bulletin 1959-8, dated February 24, 1959: Whether the value of a turkey, ham, or other item of merchandise purchased by an employer and distributed generally to each of the employees engaged in his business at Christmas, or a comparable holiday, constitutes wages subject to income tax withholding or income subject to tax for income tax purposes, and whether the cost of such items is deductible by the employer as an ordinary and necessary business expense.

Section 31.3401(a)-1(b)(10) of the Withholding Tax Regulations provides that, ordinarily, facilities or privileges (such as entertainment, medical services, or so-called "courtesy" discounts on purchases), furnished by an employer to his employees generally, are not considered as wages subject to withholding if such facilities or privileges are of relatively small value and are furnished by the employer merely as a means of promoting the health, good will, contentment, or efficiency of his employees.

Similar provisions are contained in the regulations pertaining to the employment taxes imposed by the Federal Insurance Contributions Act and the Federal Unemployment Tax Act (Chapters 21 and 23 of the Internal Revenue Code of 1954). See sections 31.3121(a)-1(f) and 31.3306(b)-1(f) of such regulations.

It is accordingly held that the value of a turkey, ham, or other item of merchandise of similar nominal value, distributed by an employer to an employee at Christmas, or a comparable holiday, as part of a general distribution to employees engaged in the business of the employer as a means of promoting their good will, *does not* constitute wages subject to income tax withholding or wages for Federal Insurance Contributions Act or Federal Unemployment Tax Act purposes.

In view of the small amounts involved, and since it may reasonably be contended in many cases that such items constitute excludable gifts, it is similarly held that the value of such an item of merchandise need not be treated as taxable income by the employee who receives it.

The foregoing rules does not apply to distributions of cash, gift certificates, and similar items of readily convertible cash value, regardless of the amount involved.

It is further held that the cost to the employer of turkeys, hams, and other merchandise of similar nominal value which are distributed generally to the employees engaged in his business, primarily for the business purpose of promoting good relations with his employees, is deductible by the employer under section 162 of the Code as an ordinary and necessary business expense.





# RIGHT OR WRONG

## In Labor Relations . . .

A roundup of day to day employee problems and how they were handled. Each incident is taken from a true-life grievance which went to arbitration.

### Is It A Quit When A Worker Takes A Vacation Without Telling Anyone?

#### WHAT HAPPENED:

Fred Lord couldn't get the vacation time he wanted. It conflicted with Harry Tyler's, who had seniority. The company told Lord he could have those particular two weeks—if he could get Tyler to change. Tyler said "no." So Lord said he wouldn't take any vacation—he would take vacation pay instead. However, Tyler changed his mind. When the time came, Lord took off on the vacation he'd originally asked for—but he didn't tell anybody he was going. When he returned, the company told him that he'd quit and couldn't have his job back. Lord appealed:



1. He had said nothing whatever to anybody about intending to quit.
2. The company had told him that if Tyler agreed, he could have the two weeks he wanted.
3. When Tyler did agree, he felt he had no reason to think that any further discussion was necessary. The company didn't go along with this reasoning at all, and claimed:

1. There was two weeks between the time Tyler changed his mind and the time Lord went on vacation. He had plenty of opportunity to tell the company he was going, but he just didn't bother.
2. The schedule was planned on the understanding that Lord would be at work during that time, and his absence caused considerable trouble.
3. There was no other reasonable conclusion, but that Lord had quit.

#### Was The Worker:

RIGHT ☐

WRONG ☐

#### What Arbitrator Joseph Donelly ruled:

"Lord informed the company that since he could not get the weeks of vacation he wanted he would not take any vacation, and would take his vacation pay. Several witnesses testified that this was the understanding of the supervisors, and it was common knowledge in the yard. Tyler testified that when a man has made a selection on the vacation preference sheet, the company does not generally discuss the selection with him unless there is a conflict. Ordinarily, therefore, Lord would be acting properly had he followed his selection without further notification to the com-

pany. However, the matter of Lord's vacation was discussed with the company. The decision was that he would take no vacation, and despite any general policy to the contrary, certainly there was an obligation to again discuss with the company any new plans for a vacation. Although he had two weeks in which to do so, he did not discuss any vacation plans with the company. It must be reasonably presumed that he knew he should, and that he knew that the company was planning on his services for that two weeks. Without reasonable cause, Lord failed to report for his scheduled work hours and the company was justified in concluding that he had quit his employment."

### Can A Foreman Give Orders To A Worker He Doesn't Supervise?

#### WHAT HAPPENED:

On his morning break, Jim Hanford got a container of milk at the canteen and sat down to drink it. After a few minutes, Foreman Grimes came over to him. "You made your purchase; now get back to work," Grimes said. Hanford didn't work for Grimes. He continued to sit there. Grimes came by again, and snapped, "I told you to get back to work. Now move!" Hanford jumped up and splashed milk into Grimes' face. The next day, Hanford was fired. He objected, saying:



1. Grimes wasn't my foreman, and had no right to give me orders.
2. Grimes is a mean guy. Nobody likes him. He talks to people like they are dirt.

#### The foreman answered:

1. Any foreman has the right to tell any goldbricking worker to get back on the job.
2. Maybe I wouldn't win any popularity contest, but I said nothing out of the way to Hanford that time.

#### Was The Foreman:

RIGHT ☐

WRONG ☐

#### What Arbitrator George Hildebrand ruled:

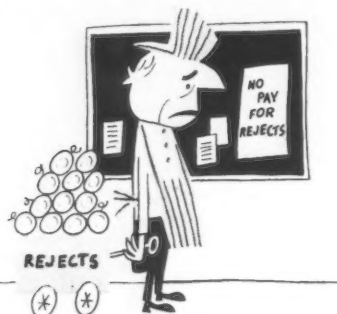
"The company has a clear obligation to maintain efficiency in its plant. Any member of its supervisory force is within his proper authority when he instructs employees not to waste time. The duties of supervision do not lapse because a particular supervisor may not be liked or does not have a particular employee under his direction. Hanford was entitled to some penalty but discharge was an excessive one. He was a good employee until this unfortunate day. In my opinion thirty days' layoff without pay is justified as an appropriate penalty for his action."

Continued—Next Page

# **Can You Stop Paying For Rework Of Defective Parts Without Consulting The Union?**

## **WHAT HAPPENED:**

Workers were on piece rates. The company had not been pulling out defective parts before figuring a worker's pay on each run, but had pulled them after. So, a worker got paid twice for each rejected item—the first time he did it and again when he re-worked it. Rejects got high, and the company cracked down. Defective parts would now be pulled right away, and the worker would get paid for the item only when he had re-worked it. The workers objected and the case came to arbitration. The workers maintained that:



- The company had no right to cut their pay as a means of quality control.
- The contract forbids a pay cut without consulting the union.

The company answered:

1. The workers had been getting away with murder. During the week immediately following the change, rejects were less than a tenth of what they had been.
2. There was very little, if any, difference in the workers' average hourly earnings before and after the change.
3. The change was not a pay cut. It was a change in the method of payment, and the contract gave the company the right to do that without consulting the union.

**Was The Company:** RIGHT ☐ WRONG ☐

**What Arbitrator Robert Wettach ruled:**

"The contract expressly gives the company the right to change methods of pay. The company does not have the power to change the wage rate. But in this case there has been no change in the wage rate, and the arbitrator finds that the change in method of paying workers does not constitute a change in the wage rate, and consequently that the contract has not been violated. No question was raised as to the company's good faith in seeking to prevent careless work by holding the careless worker accountable. In re-work situations, the only one to suffer in earnings is the employee who is at fault. The grievance is accordingly refused."

## **Can You Discipline A Worker Who Runs His Own Business While He's On 'Sick Leave'?**

### **WHAT HAPPENED:**

Bill Hudson was given a leave of absence because of illness. His doctor had sent the plant superintendent a letter saying that Hudson was under his (the doctor's) care for tension neurosis, and was unable to work. The superintendent found out that Hudson, while on sick leave, had continued to run a business he

owned on the side. When Hudson returned to his job, the superintendent fired him for being absent without cause. Hudson appealed, and the case came to arbitration. The superintendent said:

1. If Hudson was well enough to run his own business, he was well enough to come to work.
2. This 'neurosis' business was just so much malarkey. Hudson hadn't been ill at all,—just goofing off.



Hudson protested:

1. I was ill and I have letters from my doctor to prove it.
2. I didn't run my business myself. I hired someone to run it for me.
3. The superintendent gave me a leave of absence because of my doctor's note. Now he questions it—which he has no right to do. I want my job back.

**Was The Worker:** RIGHT ☐ WRONG ☐

**What Arbitrator Sylvester Garrett ruled:**

"While it may be that the activities of the grievant during his sick leave were such as to suggest to the company that he was not really ill, they nonetheless provide no sufficient basis for the company to disregard the doctor's certificate. The doctor is a reputable physician whose professional competence and good faith are not challenged by the company. Grievant testified that extreme domestic difficulty induced a severe mental and nervous ailment which made him unable to work. Mental disability may provide as valid a basis for sick leave as a physical illness, where certified by a reputable doctor in the accepted manner. The evidence substantially fails to support the view that the grievant was absent without proper cause during his sick leave. The grievance is sustained."



## **Can A Senior Worker Whose Job Is Eliminated Claim A Junior Worker's Higher-Rated Job?**

### **WHAT HAPPENED:**

John Hudak's job was done away with. He was given two weeks' notice and told to exercise his seniority. He asked to displace a worker with less seniority in a higher-rated job. The company said "No!" Hudak could only displace a junior worker in a job on the same or a lower level. Hudak wouldn't take "no" for an answer. He argued:

Continued—Next Page



Panel-Vent Booth at HIP Show. (Left to Right) L. L. O'Berry, sales. Carl E. Kessler, Pres. Chas. B. Turner, Sales Mgr. Firm manufactures metal picket fences.

### Fence makers at home improvement show

With every home owner a logical prospect and every building a prime user of fences and ornamental iron and other fence products, more manufacturers are reaching out to cover their markets more thoroughly. One method of reaching the volume buyers is through the trade shows . . . trade shows that cater to the construction, home improvement farm and garden fields.

Fence Industry reporters cover some of these trade exhibitions and in doing so find a greater number of fence manufacturers exhibiting and reporting good results.

From our own observations we find that the national shows prove best for suppliers doing a national selling job. The local or divisional exhibits taking place in practically every large city in the nation requires a constant traveling staff who seldom get back to the home office and the expense factor runs high.



Arnold-Dain Corp., Booth at HIP Show. The gentleman in the booth is Marvin Arnold, sales manager for this wood fence manufacturing firm located at Mahopac, N.Y.



The Logan Co. Booth at the HIP Show. (Left to right) Jack Folks (visitor), Dick Sutherland and Joe McMillan, Salesmen. Firm manufactures ornamental iron.

Right Or Wrong In Labor—continued from Page 30.

1. There's nothing in the contract about not being able to "bump" into a higher job.
2. The company's decision interfered with his seniority rights.

The company answered:

1. The contract says nothing about being able to "bump" into a higher job. It says "another" job, and that has always been taken to mean on the same level or a lower level.
2. Any other interpretation would make hash out of a company's promotion policy.

Was The Company: **RIGHT** ☐ **WRONG** ☐

What Arbitrator Hiram Hall ruled:

"The basic soundness and application of the downward movement doctrine and its corollary rule of non-promotion in lieu of lay-off, is demonstrated by a number of arbitration decisions in similar cases. These decisions say in effect 'that displaced employees may not use seniority to move to a higher classification in the absence of a vacancy.' Permitting displaced workers to 'promote themselves' by bumping incumbents out of higher rated jobs is one of the ways in which existing seniority relationships could be seriously disrupted. It would make a shambles out of the job classification system and would create a maze of inconsistencies with resultant grievances. The grievance of John Hudak is denied."

Reeves Fences Big One—continued from Page 27.

Additional fencing, not included in the original contract, was required for the lake area, the infirmary and the area around the electric scoreboard in the infield.

Reeves Fences, Inc., Tampa 1, Florida, got the Speedway contract on a low bid of \$55,965.90, which covered the entire fence erecting job. Original specs called for 14,000' of 8' chain link, woven wire and extension arms; 10,000' of 4' chain link or woven wire and extension arms; 10,000' of 10 gauge metal highway-type of guard rail at the outside edge of the track. The contract permitted eliminations and additions. Highway-type guard rails used were Armco products and these were erected by Tri-State Co., and not by Reeves, under separate contract.

During January while racing was in progress, crews were completing this immense fencing installation, a safety factor for drivers and spectators.



Final section of highway mesh lifted into place with the Ford 630 tractor fork lift.



He pointed out that the January-February report of the Departments of Commerce and Labor shows that private spending for new residential purposes in the first two months of '59 reached \$2.2 billion, a 30 per cent increase over the same two months in 1958.

YOU can figure on two commodities on which there will not be price increases this year, in the opinion of the most knowledgeable Washington observers of politics and economics. These are postage and steel.

Capitol Hill leaders have quietly buried the administration's proposal to raise first class stamps to five cents each. The White House made overtures about putting the five-cent first class stamp plan as a rider on the insurance company tax bill, but leaders of the House Ways and Means Committee said no. The chairman of the post office committees in Senate and House previously had implied that the administration's new postal rate bill had no chance at all.

On steel, it is now apparent that the White House, as well as Capitol Hill, would be up in arms if any price hikes came about. The leader economic spokesmen for the White House, in fact, are implying, in testimony on Capitol Hill, that the steel price hike last year was not very good public relations on the industry's part, considering that it raised prices in a year of declining production, as if to emphasize its extreme economic power over consumers.

There has been some frantic orders of steel—and steel products—in anticipation of a strike this summer. However, it is entirely possible that there will be no long drawn-out strike, in which case, federal economists say, steel might turn downward again and cause another slide in industrial production.

THE continued "tightness" of available capital, as evidenced by high interest rates when a small businessman can make a loan, is being lambasted regularly in Congress, where the predominant Democrats say that Republican monetary policies may "choke off the recovery."

Commenting on the new increase in lending rates ordered by the Federal Reserve Board, Representative Wright Patman (D.-Texas), chairman of the House Committee on Small Business, called it "a terrible and a cruel thing on the little fellow."

Mr. Patman is leading the demand in Congress for a full-scale investigation of monetary policies which, he says, have run the interest on the national debt up from \$4.9 billion in 1952 to \$8.1 billion a year now. He points out that E-bond holders (individuals) have benefitted little from the "flexible interest rates" of the but that big institutional holders have made many windfalls. He charges that total interest paid by individuals has risen an added \$10 billion a year.

It seems very likely that the House of Representatives will go along with him on the investigation. The legislators are feeling the heat from back home over the continued army of unemployed. Also, many small businessmen are in need of credit. In January, for instance, the Small Business Administration had twice as many applications for federal credit as it had had in January, 1958, and every applicant had been turned down by at least two banks.

THE Simpson-Keogh Bill, designed to save many tax dollars for self-employed persons, or those in small businesses, has been reported out to the House of Representatives and soon may be passed again, as it was by the House last year.

Meantime, Senator John J. Sparkman (D.-Ala.) has introduced it in the Senate and has promised to push for its enactment. Since the bill was stymied in the Senate last year, it is possible that it will be enacted this year, although Minority Leader Everett Dirksen (R.-Ill.) has given strong hints that it will be vetoed by President Eisenhower.

Under the bill, self-employed persons could take annual tax deductions on amounts paid into a personal retirement fund, up to 10 per cent of net earnings, with a \$2,500 maximum. No further deductions would be allowed after a person had deposited \$50,000 in the retirement fund or had reached 70. A special provision in the bill for those 50 and over already would give them a chance to make the maximum total deposit before they reach their 70th year.

It would be a big help to the one-man operator, or to those in partnerships.

Corruption affecting management-union relations, and in the internal affairs of unions; use of backmail picketing and improper use of secondary boycotts should be legislated this year, according to James P. Mitchell, Secretary of Labor.

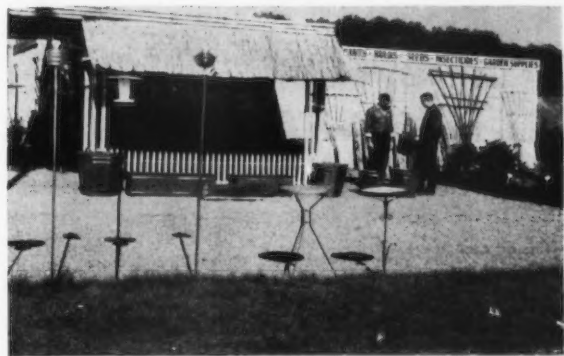
This will give workers and employers a place to seek redress of injustice, by closing the gap between Federal and State jurisdiction, thus eliminating the so-called "no-man's land," says Mr. Mitchell.

He also favors unemployment insurance improvement as best answer to unemployment problem, instead of "wild government spending to create a gerry-built prosperity."



# OBSERVATIONS

Observations in this issue reports on erectors, dealers and suppliers. Some helpful suggestions, successful methods of merchandising, oddities and likes and dislikes have been observed nationwide.



## Reed Fences In North Carolina

Sale of reed fencing is being stimulated by the L. A. Reynolds firm of Greensboro, N. C. through the installation of this material in front of its showroom, being used both for display purposes and as a protection for the slat house setting out azaleas, camelias and other shrubs.

"We have this reed fencing around to protect our back yard and it also serves us well as partitioning for the area in which bulbs are planted," says Sam Riddle, manager of the store. "Since the entire Greensboro area is intensely garden conscious, we have been able to push reed fencing heavily, largely through this visual approach," he added.

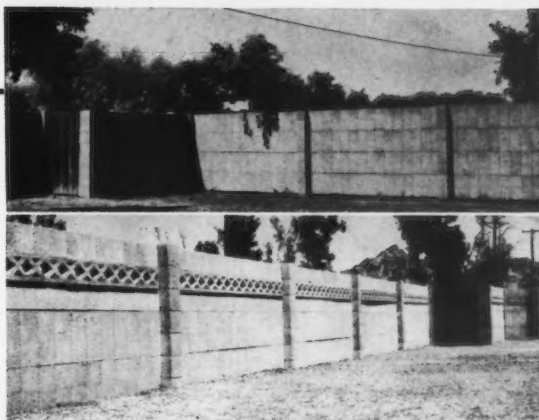
The store is located in the Friendly Shopping Center which is a strategic site exposed to heavy traffic. The reed fence is a German product and the supplier is the Columbia Nursery and Garden Supply Co., Box 5068, Columbia, S. C.



## Fence Displays In Minnesota

The fence business is *important business* to Andrew N. Justus, of the Justus Lumber Company, 2 Excelsior Ave. E., Hopkins, Minn. With thousands of cars passing one side of his building daily he gave some thought to ways and means of exposing his products to this traffic.

Setting sections of the lines of fences carried against the side of the building above eye-level has the effect of a billboard that tells the story quickly to oncoming motorists. Many have been noted to stop and admire or discuss the fences displayed in this manner, without leaving their cars. Seems like a capital idea where space limitations prohibit displays at ground level.



## Pre-fabricated Block In Arizona

The Superlite Builders Supply Co., 4012 N. Central Ave., Phoenix, Arizona, are the manufacturers of the pre-fabricated block fences shown above. They have this product patented and are of the opinion that there is none other like it in the country.

The entire fence is made of "Superlite" masonry units held together with steel reinforcing rods. The posts and panels are delivered to the jobsites in approximately 10' sections. Posts are set 2' in the ground on concrete pads, with soil cement around the posts. The average job, the firm states, can be completed in two days. Post are set one day and the panels the next.

The Superlite firm states that the demand has grown so rapidly, "it is astounding!"



## Tapered Fence Posts In Montana

A farm fence as straight as a sergeant's back and just as firm. The posts are tapered and treated, having a squared shape and rounded at the top for the fitting of a special steel cap which is used for tamping posts into the ground. The Hurd Lumber Co., Billings, Montana, submitted this photo and advice that these posts will stand more pull than the average steel angle posts being used on farms. This specific post is manufactured by Weyerhaeuser Sales Co., of St. Paul, Minn.



## Bowling Pins Used For Fence In Iowa

Here is an unusual fence constructed with used bowling pins. This photo was taken in Des Moines, Iowa. We don't have the details of construction but we might add that it's made up of a lot of spares and rather strike-ing, don't you think. Photo: Courtesy, Dow Chemical Co., Midland, Michigan.



# INFORMATION

## NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM  
TO THE News Notices  
Editor . . . for publication.

### WESTERN OIL AND GAS MEMBERS FENCE SUMP HOLES

The secretary, L. S. Chappelear, Jr., of the Land Use Committee, Western Oil & Gas Association, National Oil Bldg., Los Angeles 17, Calif., advised its members on January 30th to take immediate steps for the fencing or filling in of sump holes.

The following notice was expressly sent to "all oil operators in Orange County, California:

"Particular attention is directed to par. 2, Orange County Oil Code with respect to steps which must be immediately undertaken regarding fencing of existing sumps. In addition to the fencing of production equipment, the ordinance requires that all sump holes be attended 24 hours a day or be enclosed by a steel chain link type of fence not less than 6' in height and having not less than 3 strands of barbed wire sloping outward at a 45° angle and for 18 inches at the top."

The notice further stated that one continuous fence can serve to enclose more than one such sump in accordance with the ordinance. This should be welcome news to fence erectors in the areas affected by the ordinance.

### Combo Brace-Tension Band Promises Speed-Up! Savings!

A patent has been granted on a newly devised fence brace band and tension combination which promises to eliminate the need of three tension bands for each terminal post. This brace-band combination will not only reduce materials costs but will reduce attendant labor costs 50% according to the inventor Samuel Gugino, of the Acme Fence Co., 3000 Cromwell Road, Norfolk, Va., manufacturers of "The American Beauty" chain link fence.

As it is a common practice to secure top rail, tension wire, diagonal braces and truss rods with a brace band, wherever this new band is used it will eliminate a tension band because the new style band will serve the purpose of both as well as to engage the tension bar, according to the inventor Mr. Gugino.

### Foreign Freight And Duty

Inquiries to Fence Industry from firms in this field requesting information on the shipping and duty costs to manufacturers of chain link in foreign countries who desire to sell their products in the U.S.A.

The available information is as follows: Freight rates for example, from Holland are \$60. per ton and import taxes are 21% ad valorem. The freight rate will vary slightly but the tax rate or import duty remains the same with favored nations.

### NEW CHAIN LINK IMPORT IN PLASTIC COATED COLORS

Said to be a truly non-rusting lifetime chain link fabric, that is strong and impervious to most chemicals and salt water spray, *Filoplast*, a German made product, (U. S. Zone) is now being imported for U. S. consumption by Martin, Fountain & Co., 3426 Conrad St., Philadelphia 29, Pa.

Available in wire thicknesses (including plastic) of 11 and 12 gauge, the fabric is furnished in rolls 75' to 100' in length. Where diameter of iron core gauge is 15 or 14 the overall diameter including the plastic is 12 and 11 gauge 1½" to 2¾".

The wire is stated to be galvanized covered before weaving with an extruded coating of plasticized polyvinylchloride, a material famous for its toughness.

John E. Martin, president of the importing firm is confident that *Filoplast* will receive top acceptance in the United States. "The colors in themselves being extremely attractive," namely yellow, ivory, brunswick green, dove grey, red and gold, "will create sales," he says. Included in the line, also plastic coated in colors are clothes lines 20 to 50 yards long and binding and guy wire in a variety of gauges and lengths. *Filoplast* is also washable.

### FEDERAL PIPE OPENS STORE

A new store was opened recently by the Federal Pipe & Steel Corp., at 6464 E. McNichols Road, Utica, Michigan.

Jim McCann, manager of the new outlet, is stocking a complete line of fencing, materials and supplies, as well as hardware and other items for builders, erectors, industry, etc. The outlet will also cater to the "do-it-yourself" trade.

### Fence usage idea tested at recent NRLDA trade show proved successful

FI editors, always on the alert for novel and useful methods noted this unusual fenced in area which was made up of 4 fence styles.



Here is a selling idea that fence salesmen can give some thought to, for large exhibit halls, trade conventions, fairs and the like, where space to serve as a meeting place or dining area is a problem.

The Convention Committee of the National Retail Lumber Dealers Association thought this one up to provide a suitable area for food service at their convention and trade exhibition held in the Chicago Amphitheatre recently. This fenced in area gave exhibitors and

### AS A PUBLIC SERVICE FREE SCIENCE EQUIPMENT

Many schools across the country, for one reason or another, are failing to take advantage of a virtually cost-free opportunity to strengthen the teaching of science and mathematics, according to Arthur S. Flemming, U. S. Secretary of Health, Education and Welfare.

Government surplus equipment suitable for use in teaching science and mathematics is currently declared surplus at the rate of about \$100 million in initial value each year.

Although the equipment is available to colleges and universities and to public, parochial and nonprofit private schools throughout the country, only about 20 percent of the scientific items actually find their way into educational institutions.

Schools that have picked up scientific surplus property have put it to good use in science and mathematics teaching; but there are many more schools that apparently are unaware of the kinds of equipment that they can obtain simply by paying warehousing and transportation costs.

This equipment ranges all the way from push buttons for second graders to jet airplanes for engineering students. It includes nautical and navigation instruments; radio and radar equipment; electric motors and generators; photographic equipment; spectrometers; laboratory items and supplies, etc.

*Fence Industry publishes this item as a public service. Clip and pass this on to anyone in your family attending school or college, who in turn may call this to the attention of the proper educational authorities locally.*

guests an opportunity to rest their tired feet and to enjoy some food in privacy.

In this instance, the exhibitors provided the enclosure and at the same time exhibited their products. The patio lounge was made of California Redwood furnished by The California Redwood Association and The Pacific Coast Co.; Kaiser Aluminum & Chemical Sales, Inc., diamond ribbed siding; and the Edward Hines Lumber Co. Each setting up a section of the lounge.

## TIMBER SET-ASIDE PROGRAM FOR SMALL BUSINESS BIDS

Size standards for determining small businesses eligible to buy Government-owned timber and related products were announced recently by Wendell B. Barnes, Administrator of the Small Business Administration.

Firms bidding on Government-owned timber or related products offered for sale are classified as small by the S.B.A., "if they are primarily engaged in the logging, or forest products industry, are independently owned and operated, are not dominant in their field of operations, and together with affiliates employ not more than 100 persons."

In the event a concern submits bids for the purchase of Government-owned timber in the form of logs, bolts, pulpwood, or similar products for resale purposes, it not only must meet SBA's size definition, but "such purchase must not be financed by or through a business which is not small within the meaning of the Agency's size standards."

Administrator Barnes explained that the S.B.A. has signed an agreement with the Forest Service to make available timber for small business competitive bidding. Procedures are now being developed between the two agencies which it is believed will permit timber set-asides to be made within the near future. Mr. Barnes said:

"The first timber to be set aside for competitive award to small firms will probably occur in the Northwest, which will serve as a means for determining the effectiveness of the procedures to meet Congressional intent. The Agency is now engaged in forming similar agreements with other Government agencies for developing programs to make available Government-owned property for small business award."

The timber set-aside program will be put into effect when it has been determined jointly by SBA and the Forest Service, or other Government Departments entering into the agreement, that a specific set-aside be made. The objective of the program is to enable small business to get an equal opportunity in sharing timber purchases from national forests on a competitive bid basis.

### Items — Short and Pertinent . . .

ELCAR FENCE CO., 4405 E. Evans Ave., Denver, Colorado. Alfred M. Elterby has been reported to have acquired full ownership and expects to move the business to a new location at E. Belleview Ave., and Colorado Springs Highway. Bart O'Hara, Denver attorney, is a new vice president in the reorganized company.

FENCE INDUSTRY TRADE NEWS have been receiving many unsigned Buyer Service Cards and Subscription Cards requesting buying information and subscriptions which cannot be serviced because these arrive without name or address. A costly process for us and possibly aggravating to the senders who receive no response because of it.

Use the BUYERS SERVICE Card for Information Concerning any product or service this issue

## New designs in Simple beauty and Contemporary design

Locke Manufacturing of Lodi, Ohio, develops new line of railings and columns for distribution through their dealers. This one has the ear-marks of a real hit.



A new development in railings and columns is in production at the Locke Manufacturing Co., Lodi 14, Ohio. The new products, named Normandie "N" railing and "NS" columns are recommended by Locke for swimming pool or porch installations.

Simplicity and charm is noted in this new wrought iron product which is solid stock construction with delicately designed spindles and beveled edge top rail contoured to fit the hand. Columns have identical design motif.

### Items — Short and Pertinent . . .

ANCHOR POST PRODUCTS, INC., have recently opened a new sales office at 416 N. Ritchie Highway, Baltimore, Md.

ARCA PRODUCTS, Greenville, Michigan manufacturer of ornamental fences and other products plans to move into a new factory in Traverse City, according to Charles A. Kidder, president of Traverse City Industrial Fund who will lease the building to Arca on completion.

CHILTON CO., Book Div., 56th & Chestnut, Philadelphia 39, Pa., will release a new book titled "Industrial Leadership" and subtitled "American Way to Teamwork". The book points out that management must become more concerned with upgrading employees to assume positions of leadership if our free enterprise is to survive, according to J. W. Karnes and Clarence Weber, the authors.

CLARK BROTHERS CEDAR MILL, INC., of La Grange, Maine, recently announced the promotion of H. Richard Russell to General Manager of the corporation. Mr. Russell was formerly plant foreman and production manager at the mill, according to Laren H. Clark, pres.

CLIFF'S FENCE CO., has changed its name to Comanche Steel Products Co., and is located at 305 W. Josephine, San Antonio, Texas according to Stanley L. Joseph, president.

DORIAN INTERNATIONAL, INC., 1431 Old Northern Blvd., Roslyn 3, N. Y., a newly established firm are manufacturing sculpture panels for fences and facades and other decorative uses which are reported to be receiving high acceptance, according to its president Ned Romano.

OWENS BROS. LUMBER CO., 481 E. Main, Payson, Arizona was sold to Whiting & Keitch Lumber Co., according to Lee White, firm member.

TOLEDO PIPE THREADING MACHINE CO., 1445 Summit, Toledo, Ohio, has appointed John Harkness director of purchasing and Edward Podiak manufacturing superintendent, as reported by Norman J. Kirk, president.

NEW FENCE ORDINANCE has been adopted by Essexville, Michigan requiring permit from city clerk before fence may be erected. Application must contain sketch of fence to be erected. Outlawed are fences with barbs or projections and electric fences.

OSTER MANUFACTURING CO., Wickliffe, Ohio, directors at a recent meeting elected Robert C. Baumgartner vice president, to the board of directors of the corporation. Baumgartner, with the firm 24 years has served Oster in various capacities.

UNITED FENCE COMPANY, 1123 South 2nd West St., Salt Lake City 15, Utah, moved to larger quarters on February 15th due to increased business volume, according to Dan B. Fitch, president. The new address is 2668 South 2nd West St.

U. S. STEEL SUPPLY DIVISION, John E. Morava, division president, recently announced the appointment of B. K. Taylor as St. Louis district manager. Mr. Taylor succeeds Earl L. Simanek who has been named Pittsburgh district manager for the division.

Marking a major step in a program of modernization, U. S. Steel Supply Division has purchased land for a new steel warehouse in Memphis, Tenn., and in Texas between Dallas and Ft. Worth in order to provide prompt delivery service to steel customers.

WHEATLAND TUBE CO., 1300 Bankers Securities Bldg., Philadelphia 7, Pa., has announced that it is now manufacturing light weight butt-welded fence and structural pipe in four sizes, either black or galvanized.

FRED E. HUMPHRIES, 66, a retired long time official of the Century Fence Co., Waukesha, Wis., died recently at Fort Pierce, Fla. He was stricken with a heart attack. He and his wife Florence resided at 504 Bell St., Waukesha, and customarily spent their winters in Florida.

HOWARD V. WAGONER, 62, Pike's Peak region representative of Carlile's Crest Fence Co., died recently at his home in Colorado Springs, Colo. He was formerly a sales representative with Elcar Fence.



# AWARDS PROJECTS PROPOSALS

The information appearing in this issue concerning, awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

**ALA**—Proj. #PFL-III-1-118, construction of waterworks system s.w. of Selma, approximate cost \$100,000. T. F. Avant, Mayor.—Proj. #PFL-III-1-132, sewage disposal system at Hobson City, J. R. Striplin, Mayor.—Housing Proj., Montgomery, 390 units low cost housing, A. Gayle, Mayor.—Proj., University of Alabama, University, Ala., \$665,000., housing and related facilities.

**ARIZ**—Proj. #Ariz. 2-CH-12(D), construction at Arizona State College, Flagstaff, to approximate \$521,600. J. Lawrence Walkup, Pres.

**ARK**—Proj. #PFL-V-3-67, construction of water system at Altus, approx. \$112,000. J. B. Randolph, Mayor.—Proj. #PFL-V-3-95, constr. water supply system at Lamar, approx. \$125,000., B. W. Castleberry, Mayor.

**CALIF**—Proj. #4-CH-53(H), construction at Seaside Memorial Hospital, Long Beach, approx. \$234,000., Donald C. Carner, Administrator.—Proj. #4-CH-64(D), construction housing facilities at Whittier College, Whittier, approx. \$450,000., Gordon B. McRae, Business Mgr.—Proj. to build housing and related facilities, approx. \$1,800,000., at Leland Stanford University, Stanford.—Loan approved by Dept. of Interior, Bureau of Reclamation, to Porterville Irrigation District, Central Valley Project, approx. \$2,589,000.—Fencing, Specs.#200C-404, Ventura River Project, includes metal work, Bureau of Reclamation, B. P. Bellport, PO Box 2511, Sacramento 11.

**CONN**—New Haven urban renewal project, est. net cost to approx. \$15,173,871. To include school construction, etc. H. Ralph Taylor, Exec. Dir., New Haven Redevelopment Agency, 177 Church St.

**FLA**—Proj. to build 190 low cost housing units at Sarasota, Frank L. Hoersting, Mayor.—Proj. to build 350 low cost housing units at West Palm Beach, Horace S. Miller, Mayor.

**GA**—Proj. #9-CH-21(D), construction at Bessie Tift College, Forsyth, approx. cost \$200,000, Dr. Carey T. Vinzant, Pres.—Proj. #PFL-III-9-127, construction sewage system at City of Hampton, approx. \$200,000, Glenn Mitchell, Mayor.

**HAWAII**—Proj. #T.H.51-CH-4(D), construction at University of Hawaii, Honolulu, approx. \$437,000, Willard Wilson, Acting Pres.

**IOWA**—Proj. #13-CH-26(D), construction of housing at Northwestern College and Academy, Orange City, approx. \$250,000, Preston J. Stegana, Pres.

**KY**—Proj. #15-CH-27(D), construction at Union College, Barbourville, approx. \$300,000, Conway Boatman, Pres.—Proj. #PFL-III-15-121, construction of water-works at Louisville, Prospect Water Dist., approx. \$112,000, W. F. Brooks, Chairman.—Proj. Housing and related facilities at Eastern Kentucky State College, Richmond, to approx. \$1,900,000.

**ME**—Veterans Administration, Dir. Design Service, Rm. 2707, Washington 25, D. C., bids on steel connection screens for V.A. Center, Togus, Me., approx. \$92,000.

**MASS**—Proj. #19-P-3043, plans for construction junior high school at Stoughton to approx. \$1,255,000 approved. Joseph H. Gibbons, Supt. of Schools.—Proj. #19-P-3042, plans enlargement water system at Danvers, Daniel J. McFadden, Town Mgr.—Proj. for construction and related facilities at Nichols College of Business, Dudley, approx. \$250,000.

**MICH**—Proj. #20-P-3028, construction water system and crib for Traverse City, est. cost \$2,980,000, N. G. Damoose, City Mgr.

**MISS**—Veteran Administration alterations and construction to VA Center, Biloxi, est. \$975,000, specs at Landry & Matthes, 214 W. Pine, Hattiesburg.

**MO**—Proj. #23-CH-48(H), construction at Trinity Lutheran Hospital, Kansas City, approx. \$900,000, G. O. Lindgren, Administrator.

**MONT**—Proj. #24-CH-15(S), construction at Northern Montana College, Havre, est. \$250,000, L. O. Brockman, Pres.—Proj. #PFL-VI-24-44, construction sewage facilities at Sheridan, est. \$176,270, A. C. Smith, Mayor.—Proj. #24-CH-19(D), construction at Northern Montana College, Havre, est. \$215,000, L. O. Brockman, Pres.

**NEB**—Proj. #25-CH-20(D), construction at Hastings College, Hastings, approx. \$330,000, Theron B. Maxson, Pres.

**N.J.**—Proj. #28-P-3072, plans and construction city library, etc., at Elizabeth, approx. \$750,000, L. H. Plumb, Sec. Board of Trustees, Free Public Library.—Proj. #28-P-3061, sewage project at Franklin and Somerset County, approx. \$1,880,000, Joseph Staudt, Chrmn., Township Hall, Middlebush, N. J.

**N.Y.**—Proj. #30-CH-99(DS), construction at C. W. Post College, Brookville, est. cost \$2,350,000, Dr. James M. Hester, Provost.—Proj., construction and related facilities at Houghton College, Houghton, est., \$500,000.—Feb. Letting, State of N.Y., Dept. of Public Works, Albany., FATS-59-1, Orange & Sullivan Cts., Fencing; Chicago Fence & Eqpt. Co., Chicago, \$189,178.—FAHHE-59-1, Horace Harding Xprsswy. Ext., CF&I Corp., \$205,639.15.—Union Fence Co., Jamaica, \$217,919.40.—Highway Protection Corp., Chicago, Ill., \$261,055.99.

**N.C.**—Proj., Raleigh received authority from housing administrator to construct 380 units low cost housing, special type FHA Mortgage Section 221 to finance. W. G. Enloe, Mayor.

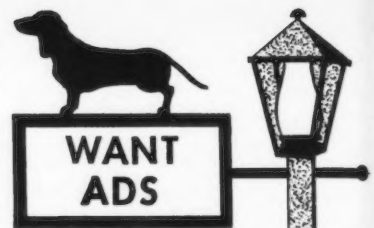
**OKLA**—U. S. Dept. of Interior, Bureau of Reclamation award contract for aqueduct to serve Okla. communities, \$1,372,551., to B. & M. Construction Co., Oklahoma City.—Southeastern State College, Durant, est. \$626,600, for construction, CFA loan applied for in January.

**PA**—Proj. #36-P-3161, plans for construction sewage treatment plant etc., est. \$1,868,260. Washington, Fayette County, John E. Costello, 211 5th St., Charleroi.—Proj. #36-CH-89, construction at Jefferson Medical College, Philadelphia, est., \$1,825,000, D. Hays Solis-Cohen, Trustee.—Proj. #36-CH-72(D), construction at Pennsylvania Military College, Chester, est., \$375,000, Edward Elliott MacMorland, Pres.

**S.C.**—Proj. #38-CH-19(S), construction at Converse College, Spartanburg, est., \$1,122,000, J. L. Rogers, Treas.

**S.D.**—Proj. #39-CH-19(D), construction at State University of South Dakota, Vermillion, est., \$745,000, Board of Regents of the State of South Dakota.

**TENN**—Proj. #40-P-3018, plans to enlarge city water supply system, treatment plants etc., est., \$6,015,000, R. L. Lawrence Jr., Dir., Waterworks Dept., Nashville.—Proj. #PFL-3-40-109 & 110, construction sewer and wa-



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## BUY IT—SELL IT—TRADE IT—THROUGH A FENCE INDUSTRY CLASSIFIED AD

ter supply system at Sweetwater, est., \$753,126, J. C. Oates, Jr., Mayor.—Proj., for construction housing and related facilities at Tennessee Polytechnic Institute, Cookeville, est. \$150,000.

**TEXAS**—Proj. #41-CH-87(DS), construction at Baylor University, Waco Campus, and student center. Est., \$1,850,000, Roy McKnight, Vice President.—Proj., construction at Sul Ross State College, Alpine, est. \$160,000, and Wiley College, Marshall, est., \$600,000.

**UTAH**—Proj. #42-CH-11(S), additions and alterations at College of Southern Utah, Cedar City, est., \$250,000, Royden C. Braithwaite, Director.—Proj. #42-CH-12-D(S), construction at Westminster College, Salt Lake City, est., \$500,000, James J. Farley, vice pres.

**WIS**—Proj. #47-P-3011, construction junior-senior high school at Eau Claire, est., \$3,000,000, Douglas G. Weiford, City Manager.

**EDITOR'S NOTE**—The projects listed in this issue are of a long range nature in most instances and worthy of investigation. We assume for example, that a project such as school construction or a water system will include fence installations. We have therefore published those projects which may be of interest to our readers. THE LOSS OF TIME entailed from the time of receipt of current project information to publication printing date often makes much information valueless.



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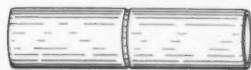
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### READER'S SERVICE

FENCE INDUSTRY Buyer's Service Card, in this issue, (Page 40) can be used to secure information on all advertising and reader items keyed. As you find items of interest check the number appearing with the advice "Circle Buyer's Service Card." Just mail the postage prepaid card to F.I. . . or WRITE DIRECTLY TO ADVERTISERS.

## HARDWOODS CONTROLLED IN SOUTH BY AERIAL SPRAYS

Effective and economical control of undesirable woody plants without damage to pine, one of the major management problems in growing pine in the South, is indicated through cooperative research on aerial spraying by U. S. Department of Agriculture, Louisiana State University.

Most Effective treatment for hardwood control was with low volatile ester of 2,4,5-T, applied in oil-water emulsion at rate of 5 gal. per acre in late spring.

By volume emulsion contained 10% 2,4,5-T, at a cost of \$7.50 to \$9. per acre at present prices. Treatment gives effective control of blackjack oak, post oak, black oak and sweetgum. It provides fair to good control of red oak and blackgum; fair control of hickory and white oak; and poor control of red maple and water oak.



This fence was a teacher's aid in keeping the 519 Springville, Iowa, pupils from the varying 15' to 25' drop off into the city park and river.

## INVENTORIES CREATE SALES

Where there is a stock of chain link on hand and an erector, chain link fence is selling.

This photographed school ground and river park at Springville, Iowa, was an interesting sale. The city and school financed jointly the purchase of 405' of 48" chain link fence, to be erected in a few days, in a zig zag line, above the winding river. Regardless of weather or time this permanent, metal, playground supervisor could save many of Springville's 519 students from slipping or being pushed down the bank into the spring mud, the autumn weed stubs, or the winter's thin ice.

The erector, Harold Hand, and a good supply of fencing in stock were important features in making the sale. Another sale of 1232' of 6' chain link, about the same time, went to surround a county fair grounds and was sold to be put up by the county's constructionists. However the same company received a referred lead from one of the large, local lumber yards, on a Friday afternoon about the sale time and completed the 350' fence erection before 10:00 the following Tuesday morning. Being able to send labor and material to the scene almost immediately made a difference in getting the sales.

## QUAID Wholesale Fence Co. 1959 CATALOG NOW AVAILABLE!

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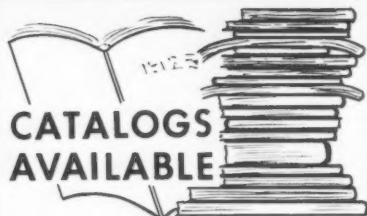
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Fence & Supplies Mfg. Inc.  
18236 Fort Wyandotte, Mich.

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Manufacturers and wholesalers are invited to send their catalogs or brochures to the CATALOG EDITOR.

A comprehensive guide, listing services and products offered by manufacturers, distributors and importers. In many cases incomplete products listings are presented due to space limitations. Nevertheless, a representative listing of products is given in order to acquaint the reader with the general type of merchandise each concern handles. **THOSE DESIRING TO SECURE COPIES OF THESE CATALOGS SHOULD WRITE ON THEIR BUSINESS LETTERHEAD DIRECT TO THE COMPANIES NAMED, MENTIONING FENCE INDUSTRY or by using the BUYERS SERVICE CARD appearing in this issue.**

**ALSYNITE COMPANY OF AMERICA**, 4654 De Soto St., San Diego 9, Calif., 2 Page Brochure concerning the uses and styles of fiberglass fences and enclosures. Covers partitions, basket weave, framed panels, accordion and simple panel fences. Circle No. 100 on Buyers Service Card.

**CLARK BROTHERS RUSTIC FENCES, INC.**, 231 N. Westfield St., Feeding Hills, Mass., 2 Illustrated Booklets concerning design, manufacture and installation of rustic cedar fences, accessories, lawn and patio furniture. Circle No. 109 on Buyers Service Card.

**DIERKS FORESTS, INC.**, 810 Whittington Ave., Hot Springs, Ark., 7 Brochures and Booklets in color concerning pressure treated fences and posts, penta treated farm posts and poles, clothes line posts, turtle back posts, rustic fencing, yellow pine posts, and a handsome magazine sized presentation about the firms operations and widespread lumber operations. Circle No. 110 on Buyers Service Card.

**DOUGLAS FIR PLYWOOD ASSOCIATION**, Tacoma 2, Wash., 3 Folders on "How To Work" "How To Buy" and "How To Finish" fir plywood. Printed in colors, these magazine sized folders are very descriptive and give step-by-step instructions. Circle No. 101 on Buyers Service Card.

**FRONTIER FENCE CO. INC.**, Roslyn, Li., N.Y., 12 Page Brochure and 1-24" x 32" sheet profusely illustrating numerous styles of wood and chain link fences and gates, including instructions and other details. Clear large illustrations of actual installations shown. Circle No. 102 on Buyers Service Card.

**HACKNEY SUPPLY CO.**, 719 Graymont Ave., Birmingham, Ala., 32 Page Catalog concerning fence and gate fittings. Lists gates, fence fittings, gate hardware, aluminum die castings, fabric, posts, pipe, redwood lumber and fence hardware. Includes dimensions, gauges, prices. Circle No. 103 on Buyers Service Card.

**HURRICANE STEEL INDUSTRIES**, P.O. Box 19128, Houston, Texas. 50 Page Catalog, new 1959 issue. Covers fence and gate fittings, miscellaneous fence items, wire, tools, fabric, car ports, cattle guards, wood panels, fence signs, ad mats available, post diggers, and other fence items. Circle No. 104 on Buyers Service Card.

**LOGAN COMPANY**, 200 Cabel Ave., Louisville, Ky., Numerous Catalogs and brochures, profusely illustrated, in color, concerning "Colonel Logan" ornamental iron porch and step railings, brackets, ornaments, columns, valances, room dividers, and a host of ornamental iron products as well as mechanical details, methods of construction, etc. Circle No. 111 on Buyers Service Card.

**MARTIN, FOUNTAIN & CO.**, 3426 Conrad St., Philadelphia 29, Pa., 4 Page Brochure concerning "Filoplast" plastic coated chain link fence fabric, clothes lines, and wire, all in a variety of colors. Product is imported from Germany. Brochure gives diameter, gauge, mesh, weight and other data including the 6 colors in which products are available. Circle No. 112 on Buyers Service Card.

**NICHOLS WIRE & ALUMINUM CO.**, 1725 Rockingham Rd., Davenport, Iowa, Price Sheets and descriptive circular concerning aluminum chain link fence ties, barbed wire, chain link fabric, listed and actual height, weight, prices, discounts, product finishes and other data. Circle No. 115 on Buyers Service Card.

**SUPERLITE BUILDERS SUPPLY CO.**, 4012 N. Central Ave., Phoenix, Ariz., 14 Page Booklet and price list describing prefabricated block fence that requires no mortar nor footing. Booklet contains photos of actual installations and instructions. Circle No. 113 on Buyers Service Card.

**VOGEL TOOL & DIE CORP.**, 1825 N. 32nd Ave., Melrose Park, Ill., 4 Page and single page illustrated brochures concerning pipe and tubing fabrication, tube and pipe notching tools and shears. Firm also provides notched samples. Circle No. 105 on Buyers Service Card.

**WEST COAST LUMBERMEN'S ASSOCIATION**, 1410 S.W. Morrison St., Portland 5, Ore., Numerous Brochures and booklets which are very descriptive and well illustrated, and in color, concerning lumber grades and uses in detail, brochures for dealer imprint, packaged farm buildings of lumber, and actual blueprints on how to erect. Circle No. 114 on Buyers Service Card.

**WHEATLAND TUBE CO.**, 1300 Bankers Securities Bldg., Philadelphia 7, Pa., 4 Page Folder with filing tab, concerning electric welded steel tubing for fences, gates and other uses. Gives gauge, size, wt. per lb., and other data. Circle No. 106 on Buyers Service Card.

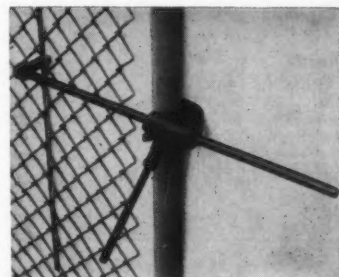
**DAVID WHITE INSTRUMENT CO.**, 2051 N. 19th St., Milwaukee 5, Wis., 28 Page Catalog, in colors, giving exact details on transit levels, contractor's transits, engineer's dumpy levels and others. As well as lightweight farm construction level, plumbs, bobs and hand levels, tripods, etc. Circle No. 107 on Buyers Service Card.

**G. F. WRIGHT STEEL & WIRE CO.**, Worcester 3, Mass., 10 Pages in color, illustrating and describing chain link fabric, welded fabric, galvanized guy wire strand, heavy hexagonal netting, hexagonal netting, shipping weights and prices per 100 lineal feet, types of installations, packing standards, widths, etc. Circle No. 108 on Buyers Service Card.

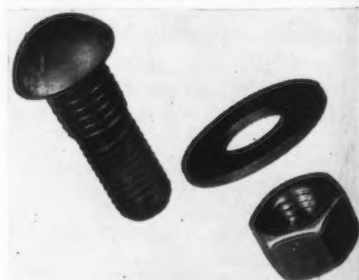
FOR INFORMATION concerning any product or service published in this issue with a key number, USE THE BUYER'S SERVICE CARD opposite page 40—We pay the postage!



**NEW FLEXIBLE GARDEN SKIRTS** designed to protect gardens, trees, shrubbery and lawns and to provide borders for walks, drives, etc. Made of strong welded wire fabric, it is finished in white enamel and packaged in four 30x15 sections (total length 10 ft.) with 5 heavy wire stakes for erection. Sections interlock holding joints firmly at any angle. Write Mid-States Steel & Wire Co., Crawfordsville, Ind., Circle BUYERS SERVICE CARD No. 121.



**NEW FENCE TOOL** that stretches, lifts, aligns chain link and anchors and may also be used for barbed wire and tension wire is said to speed up installations by the manufacturer, Dockendorff & Co., 606 Lindley St., Bridgeport, Conn. The fence tool has an extra built-in safety feature, a special slotted key-way which prevents twisting and turning under the most severe stress. Pull and lift-24"; capacity 2000 lbs.; weight 9 lbs.; shaft length 30"; fence notch fits posts up to 3-1/2" in diameter; Movement controlled minutely from 0" to 1/2" in one full stroke. Write direct Or Circle BUYERS SERVICE CARD No. 125.



**NEW TYPE BOLT** distributed by U. S. Steel Corporation, U. S. Steel Supply Div., nationally. Bolt was developed and produced by Lamson & Sessions Co., Cleveland, Ohio. Said to be new type high-strength bearing bolt featuring greater slip resistance, it is knurled about the shank to produce a bound-body fit. It is available in standard sizes. Write or contact any U. S. Steel Supply Warehouse Or Circle BUYER SERVICE CARD No. 120.

WE ARE NOW COMPILING INFORMATION for the FENCE INDUSTRY Trade Directory. Send for Listing Form if a jobber or manufacturer.



# CHANGED YOUR ADDRESS LATELY?

We have recently been notified by the P.O. and other sources concerning the changes of address of the firms listed on this page. If you deal with any of these companies it may be convenient for you to note the corrected addresses listed here.

MITCHELL LUMBER CO., 203 S. Main St., Bentonville, Ark.  
 RUSSELL NOBLE, 601 Maple St., Crossett, Ark.  
 F. DAVIS LUMBER CO., 1515 Ferguson, Texarkana, Ark.  
 ELCAR FENCE & SUPPLY CO., 4940 E. Evans Ave., Denver 22, Colo.  
 MILE HIGH FENCE CO., 750 W. 48th Ave., Denver 16, Colo.  
 DERBY LUMBER CO., 6350 E. 72nd Place, Derby, Colo.  
 BOISE-PAYETTE LUMBER CO., P.O. Box 347, Fort Lupton, Colo.  
 FOSTER LUMBER CO., 638 Main Ave., Fort Lupton, Colo.  
 LA PLATA BOX CO., Star Route, Pagosa Springs, Colo., from Durango.  
 UNITED HOME SPECIALTIES, 1117 N. Main St., Pueblo, Colo.  
 BOND HOWELL LUMBER CO., P.O. Box 652, Lake City, Fla., from Live Oak.

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All metal galvanized  
 COMPLETE SET FOR  
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★ SCREW HINGES ★  
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 WE ALSO HAVE

### RAIL GATE HOOPS

PRICES ON REQUEST

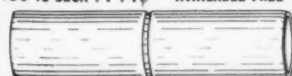
**Reliable Fence Co.**

Washington St., Norwell, Mass.

Or Circle BUYERS SERVICE CARD No. 54

# ROCK BOTTOM PRICES! On GALVANIZED TOP RAIL SLEEVES

For 1-3/8" O.D. Pipe Phone Collect  
 250 to sack . . . 9¢ Whitehall 9-2728  
 For 1-5/8" O.D. Pipe  
 150 to sack . . . 14¢  
 NEW 1959 CATALOG  
 AVAILABLE FREE



**QUAID Wholesale Fence Co.**

3131 Franklin — New Orleans, La.

Or Circle BUYERS SERVICE CARD No. 55

FENCE INDUSTRY

SEQUOIA REDWOOD PRODUCTS CO., 51 N. Linden Drive, Orlando, Fla.  
 CARTWRIGHT & KREILING METAL PRODUCTS, 1011 N. Dixie, Pompano Beach, Fla.  
 ADAMS BRONZE WORKS, 362 State Road 16, St. Augustine, Fla.  
 CYCLONE FENCE DEPT., Box 393, Tampa 1, Fla.  
 TROPICAL FENCE CO., 1908 Mendel, Tampa, Fla.  
 ARTISTIC METAL PRODUCTS, 4272 Columbus Circle, Tampa 7, Fla.  
 APACHE FENCE CO., 2817 S. Main St., East Point, Ga.  
 EGGERS IRON CO., P.O. Box 8, Wheeling Road, Wheeling, Ill., from Chicago.  
 INTERNATIONAL IRON CO., 581 Wheeling Rd., Box 8, Wheeling, Ill., from Cicero.  
 CONTINENTAL STEEL CORP., Route 3, La Grange, Ind., from Fort Wayne.  
 LOCKE ORNAMENTAL SHOP, 204 N. 2nd, Vincennes, Ind.  
 ROUNDS & PORTER CO., Box 365, Salina, Kas., from Concordia.  
 ANCHOR FENCE DIV., P.O. Box 1317, Monroe, La.  
 PROGRESSIVE BLDG. SPLY. & LUMBER CO., P.O. Box 55, Benton Harbor, Mich.  
 ANCHOR FENCE DIV., 14325 Telegraph Road, Box 5735, Beech Br., Detroit 39, Mich., from Flint.  
 CHAIN LINK FENCE & CONSTRUCTION CO., 27605 Schoolcraft, Livonia, Mich. from Detroit.  
 SEARS, ROEBUCK & CO., P.O. Box 3020, Federal Station PO, Pontiac, Mich.  
 KARSSEN'S IRON CRAFT, P.O. Box 312, Three Rivers Mich., from St. Joseph.  
 REINHARD-McCABE CO., 2845 Harriet Ave., Minneapolis 8, Minn.  
 SAF-T-RAIL CO., 132 Main St., Owatonna, Minn., from Minneapolis.  
 HAGAN STORM FENCE CO., 4999 Highway 80 W., Jackson 9, Miss.  
 HURRICANE FENCE CO., 7110 Troost, Kansas City 10, Mo.  
 WINSTON-APPLE IRON WORKS, 4608 E. 44th, Kansas City 30, Mo.  
 RAY-RITE CO., 1326 Truman Road, Kansas City 6, Mo.  
 SOUTHERN IRON WORKS, 2320 E. 12th St., Kansas City 27, Mo.

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PLATTE VALLEY WINDOW & DOOR CO., 2319-11th St., Columbus, Neb.  
 KEMP LUMBER CO., Box 1006, Clovis, N.M.  
 MAJESTIC IRON WORKS, 2283 2nd Ave., New York 35, N. Y.  
 AMERICAN IRON WORKS, 52 Bond St., New York 12, N. Y.  
 AMERICAN ART METAL WORKS, 414 E. 75th St., New York 21, N. Y.  
 SOUTHERN ALUMINUM PRODUCTS, 1918 Perry St., Durham, N. C.  
 POLLAK STEEL CO., P.O. Box 237, Cincinnati 15, Ohio  
 K. W. STEEL & FENCE, 1210 W. Broadway, Altus, Okla.  
 CYCLONE FENCE DEPT., 3633 Sand Springs Rd., Tulsa 7, Okla.  
 ECONOMY LUMBER YARD, 1913 NE 73rd Ave., Portland 13, Ore.  
 LARRY'S TREE SERVICE, 2530 E. Queen, Albany, Ore.  
 CF&I CORP., REALOCK FENCE DIV., 3150 NW 31st, Portland 10, Ore.  
 KOOL VENT SALES CO., Box 98, Shamokin Dam, Pa., from Sunbury.  
 ACE WINDOW CO., 112 Adams Ave., Scranton, Pa.  
 PENN LANDSCAPE CO., 7963 Aber Road, Verona, Pa.  
 AMERICAN FENCE & MACHINE CO., Follett Ave., N. Smithfield, Woonsocket, R.I.  
 HAGAN STORM FENCE CO., 944 Main St., Beaumont, Texas from Port Arthur.  
 UNITED CREOSOTING CO., PO Box 346, Conroe, Texas from Houston.  
 LIBERTY FENCE CO., 1321 Highway 80, Mesquite, Texas.  
 AAA-AMCO STEEL FENCE CO., 810 N. Whitaker, Odessa, Texas.  
 WILSON LUMBER CO., P.O. Box 4476, San Antonio 7, Texas.  
 LAWRENCE & NEWELL LTD. (Newage Can. Ltd.), 142 Bentworth, Toronto 19, Ont. Can.  
 UNITED FENCE CO., 2668 S. 2nd West St., Salt Lake City 15, Utah.  
 ACE DOOR CO., 1302 E. Beltline, Madison 4, Wis.  
 KRY'S MFG. & SALES CO., 5961 S. 35th St., Milwaukee 15, Wis.  
 MILWAUKEE ORNAMENTAL IRON WORKS, 4724 N. 36th St., Milwaukee 9, Wis.  
 HALES FENCES, Route 2, Box 1033, Cheyenne, Wyoming.



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WORK WITHIN 1 1/2" OF ANY OBSTRUCTION

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## KEY-PIN

HIGH FINISH • HEAVY DUTY • AUTOMATIC LOCKING

### ADJUSTABLE CHAIN

YOU CAN LOCK IT WITHOUT A LOCK OR A KEY



Ideal for gates of any description through which a chain may be passed. You can lock it at any link.

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**HACKNEY SUPPLY CO.**

719 Graymont Ave. Birmingham, Ala.

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18	19	20	21	22	23	24	25	26	27	28	29	30	31	32
34	35	36	37	38	39	40	41	42	43	44	45	46	47	48
50	51	52	53	54	55	56	57	58	59	60	61	62	63	64
66	67	68	69	70	71	72	73	74	75	76	77	78	79	80
82	83	84	85	86	87	88	89	90	91	92	93	94	95	96
98	99	100	101	102	103	104	105	106	107	108	109	110	111	112
114	115	116	117	118	119	120	121	122	123	124	125	126	127	128
130	131	132	133	134	135	136	137	138	139	140	141	142	143	144
146	147	148	149	150	151	152	153	154	155	156	157	158	159	160
162	163	164	165	166	167	168	169	170	171	172	173	174	175	176

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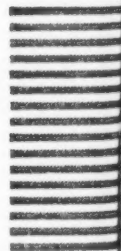
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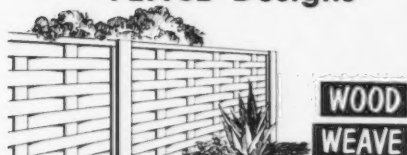
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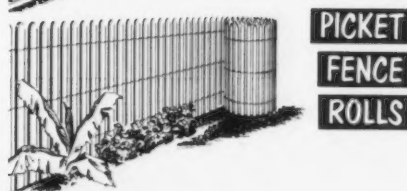
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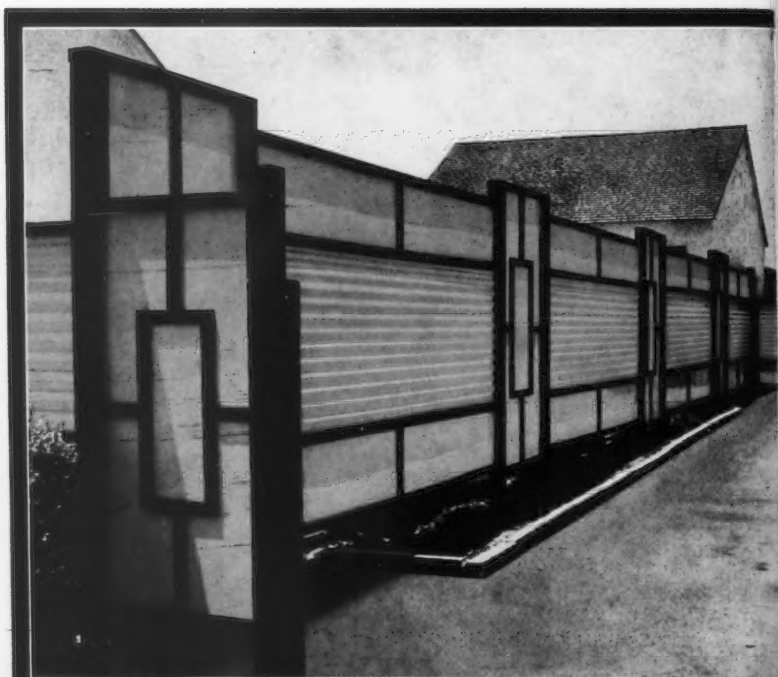
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